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An Occupational Profile of Wholesale and Retail Trade in Massachusetts 1973

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Report Number 3

SALES

THE COMMONWEALTH OF MASSACHUSETTS
DIVISION OF EMPLOYMENT SECURITY
Charles F. Hurley Employment Security Building
Government Center, Boston, Massachusetts
JOHN D. CROSIER, DIRECTOR

AN OCCUPATIONAL PROFILE

OF

WHOLESALE AND RETAIL TRADE

IN

MASSACHUSETTS

1973

Report Number 3

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INTRODUCTION

The Occupational Employment Statistics Program is a part of a Federal-State cooperative program involving State Employment Security agencies as well as the Department of Labor's Manpower Administration and Bureau of Labor Statistics. It was designed to meet the needs of economists, manpower planners, educators and others for current data on employment by occupations and projected data on employment by occupation and industry. The information obtained from this program will be used as input in constructing industry-occupation matrices that will provide the data base for projecting future manpower requirements.

This survey was directed to collecting, by means of a mail questionnaire, occupational employment data for wholesale and retail trade. Previous publications covered manufacturing and selected non-manufacturing industries other than government, health services and regulated industries. The data presented in this publication are for October 1973.

This report is the third in a series of planned documents on current occupational profiles of Massachusetts industry. Currently, statistics are being collected for other sectors of the economy. It is planned to cover the entire economy on a three-year cycle thereby giving the users a picture of the changing, or static composition of staffing patterns by industry. Our next planned publication will be of manufacturing industries 1974, which can be compared to our 1971 publication for changes in the occupational profile.

Survey design, sample size and selection criteria, definitions and estimating procedures were prepared by the U.S. Department of Labor's Bureau of Labor Statistics. Technical assistance was given by Mr. Thomas Williams and Mr. Daryl Delano of the Boston Regional Office of the Bureau of Labor Statistics.

METHODOLOGY

The Sample

The second quarter 1972 report (ES-202) of employment and wages covered by the Massachusetts Employment Security Law was used as a sampling frame for the Occupational Employment Statistics survey of wholesale and retail trade establishments.

The sampling frame was stratified by three-digit SIC's (Standard Industrial Classification) and by nine employment size classes. Establishments with less than four employees were excluded from the sample, and all units with employment of one hundred or more were automatically included. All other establishments were subject to sample selection on a random basis, with the units in larger size classes having a porportionately higher chance of selection. Each unit was given a weight according to the proportion of firms selected in each size class. The sample included 3148 establishments with benchmark employment of 209,607.

The Survey and Response

After the initial mailing two follow-ups were sent to nonrespondents. Telephone calls and personal visits were made to nonrespondents where the data was critical for calculating valid estimates. Of the 3148 establishments in the survey, replies were received from 1963, a response rate of 62.4 percent. After manual editing and mechanical (computer) screening, 1831 were useable, with total employment of 112,792, 53.8 percent of sample employment.

The Estimating Procedure

All useable questionnaires were stratified into seven size groups, by industry. Reported total employment and occupational employment on each questionnaire was multiplied by the weight assigned during sample selection. These industry data were then divided into the employment in the ES 202 report (stratified by corresponding cells) for the reference month of the survey. The result produced by this procedure is known as the benchmark factor. This factor was then applied to the occupational data, thus accounting for nonresponse. These occupational estimates were then sumed across size classes in industry totals.

Sampling Error

Sampling error is a arithmetic measure of the precision of an estimate. It is the difference between the estimate computed from the sample and the result that would have obtained if the same methods were used to collect identical information from the universe. The relative errors listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. The relative errors shown are such that the chances are 2 out of 3 that the results of a comparable

full scale data collection, using the same survey approach, would not differ by more than the percent shown; the chances are 19 out of 20 that the results of a full scale data collection would not differ by more than twice the percent shown. For example, it is estimated in this report that their 1110 buyers employed in SIC 531, or about 2.04 percent of the total workers in the industry. Thus the chances are about 68 out of 100 that the results of a comparable full scale data collection would differ by less than 144 (13 percent) from the 1110 estimated; similarly the estimated 2.04 percent of total employment would differ by less than 0.27 percent of total employment.

Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, responding establishments may account for some errors in computations and processing, as well as placing workers in a wrong occupation. The nonrespondents are a source of nonsampling error for which measures were not available but are reflected in the estimating procedure.

Ten Most Frequently Reported Occupations
and
Number of Respondents Reporting Occupation

SIC 50 WHOLESALE TRADE	
Manager, Merchandise	373
Wholesaler	219
Bookkeeping and Billing Clerk	195
Bookkeeper, Hand	289
General Clerk	304
Secretary	223
Shipping Packer	211
Shipper/Receiver	248
Stock Clerk, Storeroom	201
Salespersons	405

SIC 52 BUILDING MATERIALS AND FARM EQUIPMENT	
Manager, Store	119
Buyer	30
Truck Driver	45
Bookkeeper, Hand	84
General Clerk	65
Secretary	40
Shipper/Receiver	44
Stock Clerk, Storeroom	43
Salespersons	99
Sales Clerks	53

SIC 53 GENERAL MERCHANDISE	
Manager, Store	152
Janitors, Porters, Cleaners	69
Stock Clerk, Sales Floor	56
Bookkeeper, Hand	44
Cashier	102
General Clerk	94
Shipper/Receiver	80
Marking Clerk	64
Salespersons	88
Sales Clerks	118

SIC 54 FOOD STORES	
Manager, Store	189
Butcher	144
Packager	80
Bagger	66
Stock Clerk, Sales Floor	110
Bookkeeper, Hand	78
Cashier	159
General Clerk	72
Stock Clerk, Storeroom	74
Sales Clerk	130

SIC 55 AUTOMOTIVE DEALERS AND SERVICE STATIONS	
Manager, Store	150
Manager, Automobile	83
Manager, Parts Department	80
Cleaner, Vehicle	53
Mechanic, Automotive	141
Auto Service Station Attendant	54
Bookkeeper, Hand	111
General Clerk	77
Stock Clerk, Storeroom	63
Salespersons	105

SIC 56 APPAREL AND ACCESSARY STORES	
Manager, Store	155
Buyer	44
Alteration Tailor	65
Stock Clerk, Sales Floor	42
Bookkeeper, Hand	77
Cashier	47
General Clerk	58
Shipper/Receiver	58
Salespersons	71
Sales Clerks	115

SIC 57 FURNITURE AND HOME FURNISHING STORES	
Manager, Store	85
Janitors, Porters, Cleaners	25
Television Servicer	35
Delivery and Route Drivers	22
Bookkeeper, Hand	53
Cashier	21
General Clerk	40
Secretary	28
Salespersons	67
Sales Clerks	27

SIC 58 EATING AND DRINKING PLACES	
Manager, Restaurant	101
Janitors, Porters, Cleaners	66
Bartender	69
Host/Hostess Restaurant	55
Kitchen, Helper	92
Waiter/Waitress	100
Cook, Restaurant	78
Supervisor, Nonworking	63
Bookkeeper, Hand	74
Cashier	56

SIC 59 MISCELLANEOUS RETAIL STORES

Manager, Store	256
Delivery, and Route Drivers	99
Stock Clerk, Sales Floor	58
Bookkeeping and Billing Clerks	60
Bookkeeper, Hand	104
Cashier	60
General Clerk	99
Shipper/Receiver	60
Salespersons	155
Sales Clerks	134

OCCUPATIONS OF EMPLOYEES
WHOLESALE TRADE (SIC 50)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	12,920	10.10	-
Manager, Merchandise	6,790	5.31	8
Wholesaler	2,970	2.32	10
All Other Managers	3,160	2.47	-
Professional Occupations	5,050	3.95	-
Engineers	2,690	2.10	21
Buyers	1,580	1.24	10
Accountants/Auditors	140	0.11	17
Personnel/Labor Relations Specialist	30	0.02	28
Designer	50	0.04	37
All Other Professional Occupations	560	0.44	-
Technical Occupations	860	0.67	-
Computer Programmer	120	0.09	24
All Other Technical Occupations	740	0.58	-
Service Occupations	1,000	0.78	-
Supervisor, Nonworking	20	0.02	33
Janitors, Porters, Cleaners	650	0.51	11
Guards	60	0.05	46
Butchers/Meat Cutters	210	0.16	36
All Other Service Occupations	60	0.05	-
Maintenance and Production Occupations	35,570	27.82	-
Supervisor, Nonworking	1,890	1.48	14
Mechanic, Automotive	2,650	2.07	36
All Other Repairers	4,640	3.63	-
Truck Driver	6,630	5.18	9
Delivery and Route Drivers	5,090	3.98	12
Industrial Truck Operator	1,630	1.27	15
Maintenance Repairer	1,470	1.15	19
Order Filler	4,080	3.19	28
Packager	710	0.56	35
Stock Clerk, Sales Floor	30	0.02	40
All Other Skilled Workers	410	0.32	-
All Other Semiskilled Workers	2,570	2.01	-
All Other Unskilled Workers	3,770	2.95	-
Clerical Occupations	45,860	35.86	-
Clerical Supervisor	170	0.13	19
Bookkeeping and Billing Machine Operator	2,150	1.68	8
Computer Operator	140	0.11	30
Keypunch Operator	280	0.22	27
Accounting Clerk	60	0.05	39

SIC 50 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Bookkeeper, Hand	3,850	3.01	7
Cashier	2,080	1.63	29
General Clerk	7,720	6.04	7
Credit Authorizer	40	0.03	40
Order Clerk	2,270	1.78	12
Secretary	3,370	2.64	8
Switchboard Operator/Receptionist	1,070	0.84	7
Typist	2,020	1.58	14
Shipping Packer	7,760	6.07	10
Shipper/Receiver	4,260	3.33	8
Stock Clerk, Storeroom	8,010	6.26	18
All Other Clerical Occupations	630	0.49	-
Sales Occupations	26,610	20.81	-
Salespersons	23,350	18.26	6
Sales Clerks	2,980	2.33	24
All Other Sales Occupations	280	0.22	-
TOTAL	127,870	100.00	-

1/ The following occupations were also reported by employers:

Manager, Automotive	Millwright
Manager, Parts Dept.	Custom Sewer
Writer/Editor	Sewing Machine Operators
Lawyer	Tire Fabricator
Draftspersons	Welders and Flamecutters
Electrical and Electronic Technicians	Service Station Attendant
	Tire Changer
Cook, Short Order	Mill Operator
Diesel Mechanic	Tabulating Machine Operator
Electric Tool Repairer	Stenographer
Refrigeration Mechanic	Procurement Clerk
Appliance Repairer	Marking Clerk
Carpenter	Demonstrator
Machinist	Merchandise Displayer

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MOTOR VEHICLES AND AUTOMOTIVE EQUIPMENT (SIC 501)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	940	11.62	-
Managers, Merchandise	560	6.92	20
Wholesaler	210	2.60	32
All Other Managers	170	2.10	-
Professional Occupations	210	2.60	-
Buyers	70	0.87	35
All Other Professionals	140	1.73	-
Technical Occupations	30	0.37	-
Service Occupations	50	0.62	-
Janitors. Porters, Cleaners	40	0.49	31
All Other Service Occupations	10	0.12	-
Maintenance and Production Occupations	2,150	26.58	-
Supervisor, Nonworking	110	1.36	26
Mechanic, Automotive	790	9.77	32
All Other Repairers	60	0.74	-
Truck Drivers	130	1.61	42
Delivery and Route Drivers	430	5.32	25
Order Fillers	150	1.85	37
All Other Semiskilled Workers	480	5.93	-
Clerical Occupations	2,810	34.73	-
Bookkeeping and Billing Machine Operator	200	2.47	33
Cashier	30	0.37	37
General Clerk	410	5.07	22
Order Clerk	110	1.36	44
Secretary	160	1.98	28
Switchboard Operator	30	0.37	22
Typist	60	0.74	27
Shipping Packer	180	2.22	44
Shipper/Receiver	320	3.96	23
Stock Clerk , Storeroom	890	11.00	24
Bookkeeper, Hand	290	3.58	33
All Other Clerical Occupations	130	1.61	-
Sales Occupations	1,900	23.49	-
Salespersons	1,400	17.31	13
Sales Clerks	440	5.44	50
All Other Sales Occupations	60	0.74	-
TOTAL	8,090	100.00	-

1/ The following occupations were also reported by employers:

Manager, Automotive	Diesel Mechanic
Manager, Parts Dept.	Industrial Truck Operator
Accountants/Auditors	Tire Fabricator
Writer/Editor	Tire Changer
Personnel/Labor Relations Specialist	Computer Operator
Guards	Keypunch Operator
Supervisor, Nonworking	Stenographer

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
DRY GOODS AND APPAREL (SIC 503)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	900	9.01	-
Manager, Merchandise	480	4.80	18
All Other Managers	420	4.21	-
Professional Occupations	330	3.30	-
Buyers	180	1.80	17
All Other Professional Occupations	150	1.50	-
Technical Occupations	10	0.10	-
Service Occupations	70	0.70	-
Janitors, Porters, Cleaners	60	0.60	30
All Other Service Occupations	10	0.10	-
Maintenance and Production Occupations	1,060	10.61	-
Supervisor, Nonworking	130	1.30	27
Maintenance Repairer	30	0.30	43
Order Filler	480	4.80	26
All Other Semiskilled Workers	420	4.20	-
Clerical Occupations	6,140	61.46	-
Bookkeeping and Billing Machine Operator	220	2.20	34
Bookkeeper, Hand	190	1.90	23
Cashier	500	5.01	20
General Clerk	380	3.80	47
Order Clerk	410	4.10	41
Secretary	320	3.20	29
Switchboard Operator	70	0.70	27
Shipping, Packer	1,340	13.41	13
Shipper/Receiver	480	4.80	27
Stock Clerk	2,040	20.42	12
All Other Clerical Occupations	190	1.90	-
Sales Occupations	1,480	14.81	-
Salespersons	750	7.51	22
All Other Sales Occupations	730	7.31	-
TOTAL	9,990	100.00	-

1/ The following occupations were also reported by employers:

Manager, Store	Packager
Engineers	Custom Sewer
Accountants/Auditors	Sewing Machine Operator Regular Garment
Designer	Stock Clerk,Sales Floor
Computer Programmer	File Clerk
Guards	Payroll/Timekeeping
Mechanic, Automotive	Clerical Supervisor
Delivery and Route Driver	Industrial Truck Operator

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
GROCERIES AND RELATED PRODUCTS (SIC 504)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,560	9.05	-
Manager, Merchandise	980	5.68	19
Wholesaler	360	2.09	23
All Other Managers	220	1.28	-
Professional Occupations	140	0.81	-
Buyers	110	0.64	25
All Other Professional Occupations	30	0.17	-
Technical Occupations	10	0.06	-
Service Occupations	360	2.09	-
Janitors, Porters, Cleaners	110	0.64	28
Butchers/Meat Cutters	190	1.10	47
All Other Service Occupations	60	0.35	-
Maintenance and Production Occupations	7,530	43.68	-
Supervisor, Nonworking	340	1.97	15
Mechanic, Automotive	110	0.64	38
Truck Driver	1,240	7.19	17
Delivery and Route Drivers	1,490	8.64	33
Industrial Truck Operator	240	1.39	27
Maintenance Repairer	220	1.28	15
Order Filler	1,160	6.73	22
Packager	570	3.31	50
All Other Skilled Workers	20	0.12	48
All Other Semiskilled Workers	440	2.55	50
All Other Unskilled Workers	1,700	9.86	21
Clerical Occupations	4,760	27.61	-
Bookkeeping and Billing Machine Operator	190	1.10	25
Keypunch Operator	40	0.23	27
Bookkeeper, Hand	510	2.96	20
Cashier	60	0.35	41
General Clerk	650	3.77	19
Order Clerk	210	1.22	36
Secretary	190	1.10	24
Switchboard Operator	70	0.41	23
Typist	170	0.99	25
Shipping Packer	1,630	9.45	24
Shipper/Receiver	570	3.31	28
Stock Clerk	470	2.73	21

SIC 504 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Sales Occupations	2,880	16.71	-
Salespersons	2,730	15.84	19
Sales Clerks	150	0.87	43
TOTAL	17,240	100.00	-

1/ The following occupations were also reported by employers:

Engineers	Guards
Accountants/Auditors	Computer Operator
Commercial Artist	Accounting Clerk
Personnel/Labor Relations Specialist	Switchboard Operator
Computer Programmer	Clerical Supervisor

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
HARDWARE; PLUMBING AND HEATING EQUIPMENT (SIC 507)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	650	11.04	-
Manager, Merchandise	300	5.09	13
Wholesaler	260	4.41	19
All Other Managers	90	1.53	-
Professional Occupations	290	4.92	-
Engineers	110	1.87	37
Buyers	160	2.72	18
All Other Professional Occupations	20	0.34	-
Technical Occupations	30	0.51	-
Service Occupations	50	0.85	-
Maintenance and Production Occupations	1,080	18.34	-
Supervisor, Nonworking	70	1.19	37
Industrial Truck Operator	90	1.53	45
Delivery and Route Drivers	90	1.53	46
Maintenance Repairer	50	0.85	43
Order Filler	150	2.55	39
Truck Driver	330	5.60	17
All Other Skilled Workers	260	4.41	-
All Other Unskilled Workers	40	0.68	-
Clerical Occupations	2,550	43.29	-
Bookkeeper, Hand	260	4.41	13
General Clerk	430	7.30	14
Secretary	140	2.38	30
Switchboard Operator	80	1.36	16
Order Clerk	120	2.04	32
Typist	130	2.21	25
Shipping Packer	340	5.77	20
Shipper/Receiver	350	5.94	16
Stock Clerk, Storeroom	390	6.62	17
Bookkeeping and Billing Machine Operator	200	3.40	16
All Other Clerical Occupations	110	1.87	-
Sales Occupations	1,240	21.05	-
Salespersons	1,040	17.66	11
Sales Clerks	200	3.40	31
TOTAL	5,890	100.00	-

1/ The following occupations were also reported by employers:

Accountants/Auditor	Refrigeration Mechanic
Commercial Artist	Carpenter
Computer Programmer	Computer Operator
Guards	Keypunch Operator
Mechanic, Automotive	Clerical Supervisor
Diesel Mechanic	

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MACHINERY, EQUIPMENT AND SUPPLIES (SIC 508)
MASSACHUSETTS

Reference Date October 1973

OCCUPATIONS	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	2,520	10.29	-
Manager Merchandise	1,280	5.23	15
Wholesaler	270	1.10	18
All Other Managers	970	3.96	-
Professional Occupations	2,150	8.78	-
Engineers	1,580	6.45	47
Buyers	120	0.49	29
Accountants/Auditors	20	0.08	43
All Other Professional Occupations	430	1.76	-
Technical Occupations	560	2.29	-
Service Occupations	100	0.41	-
Janitors, Porters, Cleaners	100	0.41	27
Maintenance and Production Occupations	7,200	29.41	-
Supervisor, Nonworking	370	1.51	41
Mechanic, Automotive	1,330	5.43	41
All Other Repairers	3,630	14.83	-
Truck Driver	360	1.47	27
Delivery and Route Drivers	270	1.10	39
Industrial Truck Operator	40	0.16	45
Maintenance Repairer	280	1.14	44
Order Filler	180	0.74	38
All Other Skilled Workers	60	0.25	-
All Other Semiskilled Workers	280	1.14	-
All Other Unskilled Workers	400	1.63	-
Clerical Occupations	6,670	27.25	-
Clerical Supervisor	40	0.16	19
Bookkeeping and Billing Machine Operator	430	1.76	16
General Clerk	1,700	6.94	10
Order Clerk	300	1.23	23
Secretary	800	3.27	14
Switchboard Operator	270	1.10	23
Typist	470	1.92	24
Shipping Packer	670	2.74	23
Shipper/Receiver	420	1.72	17
Stock Clerk	910	3.72	19
Bookkeeper, Hand	540	2.21	17
All Other Clerical Occupations	120	0.49	-

SIC 508 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Sales Occupations	5,280	21.57	-
Salespersons	5,040	20.59	8
Sales Clerks	220	0.90	28
All Other Sales Occupations	20	0.08	-
TOTAL	24,480	100.00	-

1/ The following occupations were also reported by employers:

Manager, Store
Manager, Automotive
Manager, Parts Dept.
Systems Analyst E.D.P.
Writer/Editor
Personnel/Labor Relations Specialist
Designer
Accounting Clerk
Adjustment Clerk
Payroll/Timekeeping Clerk
Draftspersons
Electrical Technician
Electric Tool Repairer
Tire Fabricator
Stock Clerk, Sales Floor
Computer Operator
Keypunch Operator
Switchboard Operator
Dispatcher
Demonstrator

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS WHOLESALERS (SIC 509)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	4,100	10.44	-
Manager, Merchandise	2,100	5.35	10
Manager, Store	270	0.69	30
Wholesaler	1,170	2.98	17
All Other Managers	560	1.43	17
Professional Occupations	760	1.93	-
Engineers	120	0.31	40
Buyers	530	1.35	17
Accountants/Auditors	60	0.15	27
Personnel/Labor Relations Specialist	10	0.03	44
All Other Professional Occupations	40	0.10	-
Technical Occupations	50	0.13	-
Computer Programmer	50	0.13	29
Service Occupations	200	0.51	-
Janitors, Porters, Cleaners	160	0.41	16
All Other Service Occupations	40	0.10	-
Maintenance and Production Occupations	12,210	31.08	-
Supervisor, Nonworking	650	1.65	16
Mechanic, Automotive	330	0.84	29
All Other Repairers	420	1.07	39
Truck Driver	3,750	9.55	13
Delivery and Route Drivers	1,920	4.89	21
Industrial Truck Operator	880	2.24	17
Maintenance Repairer	670	1.71	36
Order Fillers	1,070	2.72	17
All Other Skilled Workers	220	0.56	-
All Other Semiskilled Workers	1,020	2.60	-
All Other Unskilled Workers	1,280	3.26	-
Clerical Occupations	13,120	33.40	-
Clerical Supervisor	80	0.20	30
Bookkeeping and Billing Machine Operator	680	1.73	13
Computer Operator	20	0.05	47
Keypunch Operator	60	0.15	35
Bookkeeper, Hand	1,300	3.31	11
Cashier	680	1.73	12
General Clerk	2,670	6.80	9
Order Clerk	700	1.78	23
Secretary	1,130	2.88	17
Switchboard Operator	330	0.84	9

SIC 509 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Typist	700	1.78	13
Shipping Packer	2,040	5.19	14
Shipper/Receiver	1,240	3.16	15
Stock Clerk	1,150	2.93	19
All Other Clerical Occupations	340	0.87	-
Sales Occupations	8,840	22.51	-
Salespersons	7,880	20.06	7
Sales Clerks	770	1.96	18
All Other Sales Occupations	190	0.48	-
TOTAL	39,280	100.00	-

1/ The following occupations were also reported by employers:

Systems Analyst E.D.P.	Machinist
Lawyer	Millwright
Designer	Packager
Guards	Welders and Flamecutters
Supervisor, Nonworking	Service Station Attendant
Carpenter	Tabulating Machine Operator
Merchandise Displayer	Accounting Clerk
Cook, Short Order	Adjustment Clerk
Payroll/Timekeeping Clerk	Marking Clerk
	Mill Operator

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
BUILDING MATERIALS AND FARM EQUIPMENT (SIC 52)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	2,180	13.05	-
Manager, Store	1,980	11.85	6
All Other Managers	200	1.20	25
Professional Occupations	490	2.93	-
Buyers	300	1.80	18
Accountants/Auditors	150	0.90	17
All Other Professional Occupations	40	0.24	-
Technical Occupations	10	0.06	-
Service Occupations	130	0.78	-
Janitors, Porters, Cleaners	110	0.66	47
All Other Service Occupations	20	0.12	-
Maintenance and Production Occupations	4,350	26.03	-
Supervisor, Nonworking	70	0.42	29
Mechanic, Automotive	180	1.08	40
All Other Repairers	300	1.80	-
Truck Driver	1,440	8.62	16
Carpenter	510	3.05	24
Delivery and Route Drivers	440	2.63	20
Glazier	200	1.20	42
Maintenance Repairer	70	0.42	23
Plumber/Pipefitter	260	1.56	42
Stock Clerk, Sales Floor	490	2.93	25
All Other Skilled Workers	60	0.36	-
All Other Semiskilled Workers	200	1.20	-
All Other Unskilled Workers	130	0.78	-
Clerical Occupations	3,970	23.76	-
Bookkeeper, Hand	870	5.21	9
Cashier	280	1.68	15
General Clerk	1,010	6.04	14
Secretary	350	2.09	13
Shipper/Receiver	500	2.99	13
Stock Clerk Storeroom	910	5.45	12
All Other Clerical Occupations	50	0.30	-
Sales Occupations	5,580	33.39	-
Salespersons	3,230	19.33	9
Sales Clerks	2,340	14.00	12
All Other Sales Occupations	10	0.06	-
TOTAL	16,710	100.00	-

1/ The following occupations were also reported by employers:

Engineers	Computer Operator
Guards	Keypunch Operator
Electrician	Payroll/Timekeeping Clerk
Packager	Typist
	Shipping Packer

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
LUMBER AND OTHER BUILDING MATERIALS (SIC 521)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,090	12.36	-
Manager, Store	970	11.00	11
All Other Managers	120	1.36	32
Professional Occupations	300	3.40	-
Buyers	180	2.04	24
Accountants/Auditors	90	1.02	17
All Other Professional Occupations	30	0.34	-
Technical Occupations	10	0.11	-
Service Occupations	90	1.02	-
Janitors, Porters, Cleaners	70	0.79	37
All Other Service Occupations	20	0.23	-
Maintenance and Production Occupations	2,830	32.09	-
Supervisor, Nonworking	60	0.68	37
Mechanic, Automotive	80	0.91	26
All Other Repairers	180	2.04	50
Truck Driver	1,180	13.38	14
Carpenter	370	4.20	31
Delivery and Route Drivers	250	2.83	29
Maintenance Repairer	60	0.68	28
Stock Clerk, Sales Floor	320	3.63	24
All Other Skilled Workers	70	0.79	-
All Other Semiskilled Workers	170	1.93	-
All Other Unskilled Workers	90	1.02	-
Clerical Occupations	2,120	24.04	-
Bookkeeper, Hand	450	5.10	16
Cashier	70	0.79	25
General Clerk	600	6.80	20
Secretary	220	2.49	17
Shipper/Receiver	300	3.40	18
Stock Clerk, Storeroom	440	4.99	16
All Other Clerical Occupations	40	0.45	-
Sales Occupations	2,380	26.98	-
Salespersons	1,820	20.63	13
Sales Clerks	560	6.35	21
TOTAL	8,820	100.00	-

1/ The following occupations were also reported by employers:

Engineers	Plumber/Pipefitter
Guards	Packager
Electrician	Computer Operator
Glazier	Keypunch Operator
Typist	Shipping Packer

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
HARDWARE AND FARM EQUIPMENT (SIC 525)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	730	14.81	-
Manager, Store	700	14.20	11
All Other Managers	30	0.61	-
Professional Occupations	140	2.84	-
Buyers	90	1.83	35
Accountants/Auditors	50	1.01	31
Service Occupations	20	0.41	-
Maintenance and Production Occupations	490	9.94	-
Truck Driver	50	1.01	47
Delivery and Route Drivers	130	2.64	30
All Other Skilled Workers	190	3.85	-
All Other Semiskilled Workers	120	2.43	-
Clerical Occupations	1,260	25.56	-
Bookkeeper, Hand	290	5.88	15
Cashier	180	3.65	21
General Clerk	220	4.46	28
Secretary	70	1.42	34
Shipper/Receiver	140	2.84	40
Stock Clerk, Storeroom	350	7.10	22
All Other Clerical Occupations	10	0.20	-
Sales Occupations	2,290	46.45	-
Salespersons	800	16.23	19
Sales Clerks	1,480	30.02	30
All Other Sales Occupations	10	0.20	-
TOTAL	4,930	100.00	-

1/ The following occupations were also reported by employers:

Mechanic, Automotive Glazier Plumber/Pipefitter
Refrigeration Mechanic

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
GENERAL MERCHANDISE STORES (SIC 53)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	7,080	9.51	-
Manager, Merchandise	720	0.97	21
Fashion Coordinator	30	0.04	21
Manager, Store	2,960	3.98	8
All Other Managers	3,370	4.53	6
Professional Occupations	2,630	3.53	-
Systems Analyst E.D.P.	10	0.01	26
Buyers	1,560	2.10	11
Accountants/Auditors	80	0.11	21
Commercial Artist	60	0.08	34
Writer/Editor	80	0.11	25
Personnel/Labor Relations Specialist	110	0.15	10
Designer	40	0.05	21
All Other Professional Occupations	690	0.93	17
Technical Occupations	170	0.23	-
Computer Programmer	40	0.05	35
All Other Technical Occupations	130	0.17	24
Service Occupations	5,280	7.09	-
Supervisor, Nonworking	70	0.09	16
Guards	310	0.42	19
Kitchen Helper	250	0.34	17
Waiter/Waitress	1,320	1.77	12
Counter Attendant	390	0.52	16
Cook, Short Order	130	0.17	18
Cook, Restaurant	150	0.20	22
All Other Food Service Workers	570	0.77	17
Janitors, Porters, Cleaners	1,060	1.42	8
Cosmetologist	240	0.32	24
Checker, Fitting Room	340	0.46	11
Store Detective	290	0.39	11
All Other Service Occupations	160	0.21	22
Maintenance and Production Occupations	8,920	11.99	-
Supervisor, Nonworking	380	0.51	16
Mechanic, Automotive	260	0.35	23
Mechanic, Maintenance	70	0.09	20
All Other Mechanics	900	1.21	19
Carpenters	40	0.05	16
Delivery and Route Drivers	730	0.98	26
Merchandise Displayer	150	0.20	12

SIC 53 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Electrician	40	0.05	14
Industrial Truck Operator	90	0.12	27
Maintenance Repairer	370	0.50	17
Order Filler	760	1.02	30
Painter	40	0.05	13
Packager	370	0.50	18
Custom Sewer	220	0.30	25
Alteration Tailor	180	0.24	17
Stock Clerk, Sales Floor	2,360	3.17	18
All Other Skilled Workers	890	1.20	34
All Other Semiskilled Workers	560	0.75	-
All Other Unskilled Workers	510	0.69	11
Clerical Occupations	17,620	23.68	-
Clerical Supervisor	90	0.12	31
Bookkeeping and Billing Machine Operator	100	0.13	24
Computer Operator	40	0.05	24
Keypunch Operator	280	0.38	17
Peripheral E.D.P. Equipment Operator	120	0.16	21
All Other Office Machine Operators	160	0.21	15
Accounting Clerk	470	0.63	12
Bookkeeper, Hand	480	0.64	15
Adjustment Clerk	350	0.47	10
Cashier	3,870	5.20	10
File Clerk	40	0.05	50
General Clerk	2,140	2.88	14
Credit Authorizer	900	1.21	14
Order Clerk	470	0.63	40
Payroll/Timekeeping Clerk	170	0.23	9
Personnel Clerks	150	0.20	9
Receptionist	20	0.03	24
Secretary	360	0.48	25
Switchboard Operator	260	0.35	9
Switchboard Operator/Receptionist	110	0.15	18
Typist	290	0.39	22
Shipping Packer	440	0.59	29
Shipper/Receiver	990	1.33	15
Stock Clerk Storeroom	1,880	2.53	22
Marking Clerk	1,330	1.79	27
All Other Clerical Occupations	2,110	2.84	9
Sales Occupations	32,720	43.97	-
Salespersons	9,840	13.22	9
Sales Clerks	22,300	29.97	5
Demonstrators	530	0.71	17
All Other Sales Occupations	50	0.07	29
TOTAL	74,420	100.00	-

1/ The following occupations were also reported by employers:

Baker, Bread	Appliance Installer
Coin Machine Servicer	Refrigeration Mechanic
Service Station Attendant	Sewing Machine Operator
Tire Changer	

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
DEPARTMENT STORES (SIC 531)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	4,950	9.11	-
Manager, Merchandise	720	1.33	21
Fashion Coordinator	30	0.06	21
Manager, Store	1,060	1.95	17
All Other Managers	3,140	5.78	6
Professional Occupations	2,140	3.94	-
Systems Analyst, E.D.P.	10	0.02	26
Buyers	1,110	2.04	13
Accountants/Auditors	70	0.13	16
Commercial Artist	50	0.09	35
Writer/Editor	70	0.13	14
Personnel/Labor Relations Specialist	110	0.20	10
Designer	40	0.07	21
All Other Professional Occupations	680	1.25	17
Technical Occupations	160	0.29	-
Computer Programmer	30	0.06	33
All Other Technical Occupations	130	0.24	24
Service Occupations	3,850	7.09	-
Supervisor, Nonworking	60	0.11	15
Janitors, Porters, Cleaners	950	1.75	9
Guards	260	0.48	22
Kitchen Helper	210	0.39	15
Waiter/Waitress	730	1.34	16
Counter Attendant	300	0.55	15
Cook, Short Order	100	0.18	20
Cook, Restaurant	50	0.09	21
All Other Food Service Workers	170	0.31	19
Cosmetologist	240	0.44	20
Checker, Fitting Room	340	0.63	11
Store Detective	290	0.53	11
All Other Service Occupations	150	0.28	23
Maintenance and Production Occupations	6,490	11.95	-
Supervisor, Nonworking	320	0.59	17
Mechanic, Automotive	100	0.18	23
Mechanic, Maintenance	70	0.13	20
All Other Mechanics	630	1.16	-
Carpenters	40	0.07	16
Delivery and Route Driver	30	0.06	46
Displayers, Merchandise	150	0.28	12

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Electrician	40	0.07	14
Industrial Truck Operators	90	0.17	27
Maintenance Repairer	130	0.24	18
Order Filler	760	1.40	30
Painter	40	0.07	13
Packager	270	0.50	11
Sewer, Custom	140	0.26	15
Alteration Tailor	120	0.22	12
Stock Clerk, Sales Floor	1,710	3.15	21
All Other Skilled Workers	900	1.66	-
All Other Semiskilled Workers	440	0.81	-
All Other Unskilled Workers	510	0.94	-
Clerical Occupations	12,800	23.56	-
Clerical Supervisor	80	0.15	31
Bookkeeping and Billing Machine Operator	100	0.18	24
Computer Operator	40	0.07	24
Keypunch Operator	210	0.39	15
Peripheral E.D.P. Equipment Operators	110	0.20	16
All Other Office Machine Operators	160	0.29	15
Accounting Clerk	460	0.85	11
Cashier	2,720	5.01	12
File Clerk	40	0.07	50
General Clerk	1,370	2.52	19
Credit Authorizer	590	1.09	20
Order Clerk	90	0.17	24
Payroll/Timekeeping Clerk	110	0.20	12
Personnel Clerk	130	0.24	9
Receptionist	20	0.04	24
Secretary	250	0.46	12
Switchboard Operator	250	0.46	8
Switchboard Operator/Receptionist	70	0.13	25
Typist	140	0.26	21
Shipping, Packer	210	0.39	14
Shipper/Receiver	570	1.05	11
Stock Clerk, Storeroom	1,370	2.52	29
Marking Clerk	1,250	2.30	29
Bookkeeper, Hand	80	0.15	23
Adjustment Clerk	280	0.52	11
All Other Clerical Occupations	2,100	3.87	-
Sales Occupations	23,940	44.06	-
Salespersons	7,960	14.65	10
Sales Clerks	15,400	28.35	7
Demonstrators	530	0.98	17
All Other Sales Occupations	50	0.09	29
TOTAL	54,330	100.00	-

1/ The following occupations were also reported by employers:
Refrigeration Mechanic
Sewing Machine Operator

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MAIL ORDER HOUSES (SIC 532)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	170	8.90	-
Manager, Store	60	3.14	49
All Other Managers	110	5.76	-
Professional Occupations	80	4.19	-
Buyers	40	2.09	24
All Other Professional Occupations	40	2.09	-
Technical Occupations	10	0.52	-
Service Occupations	40	2.09	-
Maintenance and Production Occupations	220	11.52	-
Supervisor, Nonworking	30	1.57	44
Maintenance Repairer	10	0.52	38
Stock Clerk, Sales Floor	60	3.14	41
All Other Semiskilled Workers	120	6.28	-
Clerical Occupations	1,150	60.21	-
Keypunch Operator	70	3.66	19
Cashier	20	1.05	29
General Clerk	170	8.90	29
Order Clerk	330	17.28	28
Secretary	30	1.57	24
Typist	50	2.62	37
Shipper/Receiver	250	13.09	17
All Other Clerical Occupations	230	12.04	-
Sales Occupations	240	12.57	-
Salespersons	140	7.33	27
Sales Clerks	100	5.24	46
TOTAL	1,910	100.00	-

1/ The following occupations were also reported by employers:

Manager, Merchandise	Accountants/Auditors	Commercial Artist
Writer/Editor	Computer Programmer	Guards
Counter Attendant	Mechanic, Automotive	Truck Driver
Tire Changer	Delivery and Route Driver	
Alteration Tailor	Shipping Packer	Appliance Installer
Peripheral E.D.P. Equipment Operators		Accounting Clerk
Adjustment Clerk	Credit Authorizer	Payroll/Timekeeping Clerk
Switchboard Operator	Switchboard Operator/ Receptionist	Clerical Supervisor
		Marking Clerk

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS GENERAL MERCHANDISE STORES (SIC 539)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	570	10.84	-
Manager, Store	560	10.65	11
All Other Managers	10	0.19	-
Professional Occupations	230	4.37	-
Buyers	230	4.37	19
Service Occupations	40	0.76	-
Janitors, Porters, Cleaners	10	0.19	45
All Other Service Occupations	30	0.57	-
Maintenance and Production Occupations	570	10.84	-
Delivery and Route Drivers	80	1.52	37
Maintenance Repairer	20	0.38	49
Stock Clerk, Sales Floor	320	6.08	27
All Other Semiskilled Workers	150	2.85	-
Clerical Occupations	1,040	19.77	-
Bookkeeper, Hand	120	2.28	25
Cashier	200	3.80	28
General Clerk	220	4.18	26
Order Clerk	30	0.57	50
Typist	70	1.33	34
Shipper/Receiver	90	1.71	27
Stock Clerk, Storeroom	170	3.23	19
All Other Clerical Occupations	140	2.66	-
Sales Occupations	2,810	53.42	-
Salespersons	610	11.60	29
Sales Clerks	2,200	41.83	10
TOTAL	5,260	100.00	-

1/ The following occupations were also reported by employers:

Baker, Bread
Kitchen Helper
Waiter/Waitress
Supervisor, Nonworking
Truck Driver
Packager
Custom Sewer
Cook, Short Order
Switchboard Operator
Shipping Packer
Supervisor, Nonworking, Maintenance
Alteration Tailor
Service Station Attendant

- Relative error not computed.

NOTE: May not add to totals due to rounding

OCCUPATIONS OF EMPLOYEES
FOOD STORES (SIC 54)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	5,770	8.32	-
Manager, Store	5,320	7.67	6
All Other Managers	450	0.65	-
Professional Occupations	780	1.12	-
Buyers	720	1.04	14
All Other Professional Occupations	60	0.09	-
Technical Occupations	40	0.06	-
Service Occupations	6,360	9.17	-
Supervisor, Nonworking	50	0.07	27
Janitors, Porters, Cleaners	560	0.81	15
Butcher	5,550	8.00	6
All Other Food Service Workers	200	0.28	-
Maintenance and Production Occupations	17,190	24.79	-
Truck Driver	480	0.69	26
Delivery and Route Drivers	730	1.05	42
Packager	2,310	3.33	9
Bagger	3,970	5.73	10
Stock Clerk, Sales Floor	8,000	11.54	7
Baker	600	0.87	26
All Other Skilled Workers	40	0.06	-
All Other Semiskilled Workers	290	0.42	-
All Other Unskilled Workers	770	1.11	-
Clerical Occupations	27,320	39.40	-
Clerical Supervisor	40	0.06	45
Bookkeeper, Hand	1,050	1.51	9
Cashier	20,510	29.58	5
General Clerk	1,780	2.57	18
Secretary	300	0.43	18
Stock Clerk, Storeroom	2,840	4.10	17
All Other Clerical Occupations	800	1.15	-
Sales Occupations	11,880	17.13	-
Sales Clerks	11,660	16.82	7
All Other Sales Occupations	220	0.32	-
TOTAL	69,340	100.00	-

1/ The following occupations were also reported by employers:

Manager, Merchandise	Tabulating Machine Operator
Manager, Restaurant	Accounting Clerk
Systems Analyst, E.D.P.	Adjustment Clerk
Computer, Programmer	File Clerk
Waiter/Waitress	Order Clerk
Mechanic Automotive	Payroll/Timekeeping Clerks
Mechanic, Maintenance	Personnel Clerk
Maintenance Repairer	Switchboard Operator
Order Filler	Switchboard Operator/Receptionist
Candy Maker	Typist
Computer Operator	Shipping Packer Shipper/Receiver
Keypunch Operator	Salespersons

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
GROCERY STORES (SIC 541)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	4,680	8.10	-
Manager, Store	4,320	7.48	7
All Other Managers	360	0.62	-
Professional Occupations	610	1.06	-
Buyers	580	1.00	17
All Other Professional Occupations	30	0.05	-
Technical Occupations	20	0.03	-
Service Occupations	5,510	9.53	-
Supervisor, Nonworking	50	0.09	29
Janitors, Porters, Cleaners	330	0.57	16
Butcher	5,030	8.70	6
All Other Food Service Workers	100	0.17	-
Maintenance and Production Occupations	14,800	25.61	-
Truck Driver	240	0.42	25
Packager	2,050	3.55	10
Bagger	3,920	6.78	10
Stock Clerk, Sales Floor	7,650	13.24	7
Baker	120	0.21	27
All Other Skilled Workers	30	0.05	-
All Other Unskilled Workers	790	1.37	-
Clerical Occupations	24,970	43.21	-
Clerical Supervisor	30	0.05	43
Cashier	19,050	32.96	5
General Clerk	1,530	2.65	21
Secretary	260	0.45	21
Bookkeeper, Hand	790	1.37	11
Stock Clerk, Storeroom	2,600	4.50	20
All Other Clerical Occupations	710	1.23	-
Sales Occupations	7,200	12.46	-
Sales Clerks	6,980	12.08	10
All Other Sales Occupations	220	0.38	-
TOTAL	57,790	100.00	-

1/ The following occupations were also reported by employers:

Manager, Merchandise	File Clerk
Manager, Restaurant	Payroll/Timekeeping Clerks
Systems Analyst E.D.P.	Personnel/Clerk
Accountants/Auditors	Switchboard Operator
Computer Programmer	Switchboard Operator/Receptionist
Waiter/Waitress	Shipping Packer
Supervisor, Nonworking	Shipper/Receiver
Maintenance Repairer	Salespersons
Computer Operator	Accounting Clerks
Keypunch Operator	

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MEAT AND FISH MARKETS (SIC 542)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	200	8.51	-
Manager, Store	200	8.51	16
Professional Occupations	30	1.28	-
Buyers	30	1.28	34
Service Occupations	430	18.30	-
Janitors, Porters, Cleaners	60	2.55	44
Butcher	370	15.74	33
Maintenance and Production Occupations	330	14.04	-
Truck Driver	60	2.55	38
Packager	110	4.68	30
Bagger	50	2.13	12
Stock Clerk, Sales Floor	90	3.83	19
All Other Semiskilled Workers	20	0.85	-
Clerical Occupations	400	17.02	-
Cashier	180	7.66	15
General Clerk	50	2.13	49
Secretary	20	0.85	36
Stock Clerk, Storeroom	90	3.83	33
Bookkeeper, Hand	50	2.13	27
All Other Clerical Occupations	10	0.43	-
Sales Occupations	960	40.85	-
Sales Clerks	960	40.85	12
TOTAL	2,350	100.00	-

1/ The following occupations were also reported by employers:

Delivery and Route Drivers
Baker
Shipper/Receiver

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
FRUIT STORES AND VEGETABLE MARKETS (SIC 543)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	100	8.93	-
Manager, Store	100	8.93	23
Professional Occupations	50	4.46	-
Buyers	50	4.46	41
Service Occupations	40	3.57	-
Janitors, Porters, Cleaners	10	0.89	45
All Other Service Occupations	30	2.68	-
Maintenance and Production Occupations	270	24.11	-
Packager	30	2.68	46
Stock Clerk, Sales Floor	180	16.07	18
All Other Semiskilled Workers	60	5.35	-
Clerical Occupations	390	34.82	-
Cashier	230	20.54	18
General Clerk	60	5.36	32
Secretary	10	0.89	45
Bookkeeper, Hand	40	3.57	40
All Other Clerical Occupations	50	4.46	-
Sales Occupations	270	24.11	-
Sales Clerks	270	24.11	18
TOTAL	1,120	100.00	-

1/ The following occupations were also reported by employers:

Baker Doughnut Maker

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
CANDY, NUT, AND CONFECTIONARY STORES (SIC 544)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	60	7.23	-
Manager, Store	30	3.61	37
All Other Managers	30	3.61	-
Maintenance and Production Occupations	120	14.46	-
Clerical Occupations	280	33.73	-
Cashier	200	24.10	26
All Other Clerical Occupations	80	9.64	-
Sales Occupations	370	44.58	-
Sales Clerks	370	44.58	25
TOTAL	830	100.00	-

1/ The following occupations were also reported by employers:

Accountants/Auditors
Computer Operator
Janitors, Porters, Cleaners
Butchers
Mechanic, Maintenance
Delivery and Route Drivers
Supervisor, Nonworking
Candy Maker
Keypunch Operator
Accounting Clerk
Bookkeeper, Hand
General Clerk
Adjustment Clerk
Secretary
Stock Clerk, Storeroom

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
DAIRY PRODUCTS STORES (SIC 545)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	390	14.34	-
Manager, Store	350	12.87	15
All Other Managers	40	1.47	34
Professional Occupations	50	1.84	-
Buyers	10	.37	35
All Other Professional Occupations	40	1.47	-
Service Occupations	40	1.47	-
Maintenance and Production Occupations	600	22.06	-
Packagers	40	1.47	20
All Other Semiskilled Workers	560	20.59	-
Clerical Occupations	700	25.74	-
Bookkeeper, Hand	60	2.21	45
General Clerk	70	2.57	36
Stock Clerk, Storeroom	50	1.84	40
All Other Clerical Occupations	520	19.12	-
Sales Occupations	940	34.56	-
Sales Clerk	940	34.56	36
TOTAL	2,720	100.00	-

1/ The following occupations were also reported by employers:

Accountants/Auditors	Butcher
Cook, Short Order	Mechanic, Auto
Truck Driver	Stock Clerk, Sales Floor
Cashier	Secretary

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
GAS SERVICE STATIONS AND AUTO DEALERS (SIC 55)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	5,780	13.79	-
Manager, Store	3,500	8.35	8
Manager, Automobile	1,080	2.58	6
Manager, Parts Department	960	2.29	9
All Other Managers	240	0.57	-
Professional Occupations	480	1.15	-
Accountants/Auditors	450	1.07	11
All Other Professional Occupations	30	0.07	-
Service Occupations	740	1.77	-
Janitors, Porters, Cleaners	660	1.57	9
All Other Service Occupations	80	0.19	-
Maintenance and Production Occupations	24,950	59.53	-
Supervisor, Nonworking	560	1.34	13
Mechanic, Automotive	9,620	22.95	6
Body Repairer, Automotive	1,700	4.06	11
Diesel Mechanic	100	0.24	41
All Other Repairers	170	0.41	-
Auto Repair Servicer	450	1.07	19
Cleaner, Vehicle	940	2.24	10
Delivery and Route Drivers	380	0.91	19
Lubrication Servicer	60	0.14	43
Painter, Automotive	240	0.57	17
Service Station Attendant	9,040	21.57	6
Tire Changer	520	1.24	24
All Other Skilled Workers	50	0.12	-
All Other Semiskilled Workers	190	0.45	-
All Other Unskilled Workers	930	2.22	-
Clerical Occupations	5,540	13.22	-
Bookkeeper, Hand	1,960	4.68	10
Cashier	290	0.69	20
General Clerk	1,280	3.05	9
Secretary	220	0.52	20
Switchboard Operator/Receptionist	250	0.60	12
Stock Clerk, Storeroom	1,480	3.53	11
All Other Clerical Occupations	60	0.14	-
Sales Occupations	4,420	10.55	-
Salespersons	3,860	9.21	5
Sales Clerks	560	1.34	31
TOTAL	41,910	100.00	-

1/ The following occupations were also reported by employers:

Supervisor, Nonworking	Manager, Restaurant
Carpenter	Counter Attendant
Machinist	Gas Appliance Servicer
Marine Servicer	Maintenance Repairer
Welder and Flamecutter	Oil Burner Installer

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
NEW AND USED CAR DEALERS (SIC 551)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	2,770	13.88	-
Manager, Store	1,050	5.26	10
Manager, Automobile	860	4.31	9
Manager, Parts Department	750	3.76	11
All Other Managers	110	0.55	48
Professional Occupations	380	1.90	-
Accountants/Auditors	360	1.80	16
All Other Professional Occupations	20	0.10	-
Service Occupations	590	2.96	-
Janitors, Porters, Cleaners	580	2.91	15
All Other Service Occupations	10	0.05	-
Maintenance and Production Occupations	9,830	49.25	-
Supervisor, Nonworking	470	2.35	26
Body Repairer, Auto	1,380	6.91	11
Cleaner, Vehicle	800	4.01	16
Mechanic, Auto	5,180	25.95	4
Tire Changer	260	1.30	43
Painter, Auto	220	1.10	24
Diesel Mechanic	80	0.40	34
Auto Repair Servicer	370	1.85	20
Delivery and Route Drivers	170	0.85	18
All Other Unskilled Workers	900	4.51	-
Clerical Occupations	3,240	16.23	-
Cashier	230	1.15	17
General Clerk	890	4.46	14
Secretary	120	0.60	26
Switchboard Operator	230	1.15	16
Stock Clerk, Storeroom	970	4.86	13
Bookkeeper, Hand	780	3.91	11
All Other Clerical Occupations	20	0.10	-
Sales Occupations	3,150	15.78	-
Salespersons	2,900	14.53	6
Sales Clerks	250	1.25	29
TOTAL	19,960	100.00	-

1/ The following occupations were also reported by employers:

Buyer
Service Station Attendant
Truck Driver

\- Relative error not computed.

NOTE: May not add to totals due to rounding

OCCUPATIONS OF EMPLOYEES
USED CAR DEALERS (SIC 552)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	390	21.67	-
Manager, Store	170	9.44	26
Manager, Automotive	90	5.00	29
Manager, Parts Department	100	5.56	29
All Other Managers	30	1.67	-
Professional Occupations	50	2.78	-
Accountants and Auditors	50	2.78	34
Service Occupations	30	1.67	-
Janitors, Porters, Cleaners	30	1.67	43
Maintenance and Production Occupations	890	49.44	-
Supervisor, Nonworking	20	1.11	36
Mechanic, Automotive	450	25.00	11
Body Repairer, Auto	130	7.22	37
Auto Repair Servicer	10	0.56	33
Cleaner, Vehicle	100	5.56	19
Delivery and Route Drivers	10	0.56	41
All Other Semiskilled Workers	170	9.44	-
Clerical Occupations	190	10.56	-
Bookkeeper, Hand	70	3.89	30
Cashier	20	1.11	18
General Clerk	50	2.78	21
Switchboard Operator	10	0.56	33
Stock Clerk, Storeroom	20	1.11	32
All Other Clerical Occupations	20	1.11	-
Sales Occupations	250	13.89	-
Salespersons	220	12.22	19
Sales Clerks	30	1.67	30
TOTAL	1,800	100.00	-

1/ The following occupations were also reported by employers:

Truck Driver
Painter, Automotive
Lubricator
Service Station Attendant

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
TIRE, BATTERY, AND ACCESSORY DEALERS (SIC 553)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	520	15.81	-
Manager, Store	370	11.25	18
Manager, Automobile	70	2.13	29
Manager, Parts Department	50	1.52	33
All Other Managers	30	0.91	-
Professional Occupations	30	0.91	-
Accountants and Auditors	20	0.61	45
All Other Professional Occupations	10	0.30	-
Service Occupations	20	0.61	-
Janitors, Porters, Cleaners	20	0.61	43
Maintenance and Production Occupations	1,080	32.83	-
Tire Changer	250	7.60	31
Mechanic, Automotive	370	11.25	33
Delivery and Route Drivers	130	3.95	25
All Other Semiskilled Workers	230	7.00	-
All Other Unskilled Workers	100	3.04	-
Clerical Occupations	940	28.57	-
Bookkeeper, Hand	170	5.17	17
Stock Clerk, Storeroom	450	13.68	19
General Clerk	250	7.60	16
Secretary	50	1.52	34
All Other Clerical Occupations	20	0.61	-
Sales Occupations	700	21.28	-
Salespersons	520	15.81	17
Sales Clerks	180	5.47	50
TOTAL	3,290	100.00	-

1/ The following occupations were also reported by employers:

Buyers	Body Repairers, Auto
Diesel Mechanic	Automotive Repair - Servicer
Service Station Attendant	Switchboard Operator/Receptionist

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
APPAREL AND ACCESSORY STORES (SIC 56)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	3,050	11.09	-
Manager, Store	2,920	10.61	6
All Other Managers	130	0.47	-
Professional Occupations	540	1.96	-
Buyers	520	1.89	18
All Other Professional Occupations	20	0.07	-
Technical Occupations	10	0.04	-
Service Occupations	540	1.96	-
Janitors, Porters, Cleaners	350	1.27	13
Guards	20	0.07	49
Checker, Fitting Room	80	0.29	29
All Other Service Occupations	90	0.33	-
Maintenance and Production Occupations	2,680	9.74	-
Delivery and Route Drivers	120	0.44	28
Merchandise Displayers	70	0.25	25
Maintenance Repairer	110	0.40	22
Alteration Tailor	1,220	4.43	13
Stock Clerk, Sales Floor	960	3.49	15
All Other Skilled Workers	10	0.04	-
All Other Semiskilled Workers	180	0.65	-
All Other Unskilled Workers	10	0.04	-
Clerical Occupations	4,880	17.74	-
Bookkeeper, Hand	820	2.98	12
Cashier	1,410	5.13	15
General Clerk	840	3.05	13
Order Clerk	70	0.25	46
Secretary	100	0.36	30
Switchboard Operator	20	0.07	36
Typist	70	0.25	31
Shipper/Receiver	700	2.54	25
Stock Clerk, Storeroom	720	2.62	18
All Other Clerical Occupations	130	0.47	-
Sales Occupations	15,810	57.47	-
Salespersons	5,340	19.41	12
Sales Clerks	10,470	38.06	6
TOTAL	27,510	100.00	-

1/ The following occupations were also reported by employers:

Manager, Merchandise	Drapery Hanger
Accountants/Auditors	Computer Operator
Personnel/Labor Relations Specialist	Keypunch Operator
Designer	Peripheral E.D.P. Equipment Operator
Computer Programmer	Accounting Clerk
Waiter/Waitress	Payroll/Timekeeping Clerk
Cook, Restaurant	Credit Reference Clerk
Store Detective	Clerical Supervisor
Supervisor, Nonworking	Drapery and Upholstery
Sewing Machine Operator Special Garment	Sewing Machine Operator Reg. Garment

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MEN AND BOYS CLOTHING AND FURNISHINGS (SIC 561)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	580	11.28	-
Manager, Store	550	10.70	11
All Other Managers	30	0.58	39
Professional Occupations	160	3.11	-
Buyers	160	3.11	24
Service Occupations	90	1.75	-
Janitors, Porters, Cleaners	80	1.56	20
All Other Service Occupations	10	0.19	-
Maintenance and Production Occupations	850	16.54	-
Delivery and Route Drivers	30	0.58	28
Merchandise Displayer	20	0.39	49
Maintenance Repairer	20	0.39	35
Alteration Tailors	550	10.70	13
Stock Clerk, Sales Floor	200	3.89	25
All Other Semiskilled Workers	30	0.58	-
Clerical Occupations	1,020	19.84	-
Cashier	320	6.23	19
General Clerk	300	5.84	15
Secretary	40	0.78	30
Shipper/Receiver	90	1.75	17
Stock Clerk, Storeroom	40	0.78	38
Bookkeeper, Hand	190	3.70	24
All Other Clerical Occupations	40	0.78	-
Sales Occupations	2,440	47.47	-
Salespersons	1,210	23.54	13
Sales Clerk	1,230	23.93	14
TOTAL	5,140	100.00	-

1/ The following occupations were also reported by employers:

Personnel/Labor Relations Specialist
Computer Programmer
Guards
Supervisor, Nonworking
Sewing Machine Operator Reg.Garment
Computer Operator
Clerical Supervisor
Keypunch Operator
Peripheral E.D.P. Equipment Operator
Order Clerk
Payroll/Timekeeping Clerk
Switchboard Operator
Typist

- Relative error not computed. NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
WOMEN'S READY-TO-WEAR STORES (SIC 562)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	860	10.50	-
Manager, Store	820	10.01	11
All Other Managers	40	0.49	-
Professional Occupations	150	1.83	-
Buyers	150	1.83	27
Service Occupations	220	2.69	-
Checker, Fitting Room	50	0.61	19
Janitors, Porters, Cleaners	120	1.47	15
All Other Service Occupations	50	0.61	-
Maintenance and Production Occupations	600	7.33	-
Delivery and Route Drivers	10	0.12	48
Merchandise Displayer	40	0.49	32
Maintenance Repairer	40	0.49	42
Alteration Tailor	340	4.15	23
Stock Clerk, Sales Floor	150	1.83	21
All Other Semiskilled Workers	20	0.24	37
Clerical Occupations	1,220	14.90	-
Bookkeeper, Hand	250	3.05	20
Cashier	400	4.88	23
General Clerk	200	2.44	20
Switchboard Operator	10	0.12	38
Typist	20	0.24	50
Shipper/Receiver	220	2.69	32
Stock Clerk, Storeroom	60	0.73	49
All Other Clerical Occupations	60	0.73	-
Sales Occupations	5,140	62.76	-
Salespersons	1,970	24.05	18
Sales Clerks	3,170	38.71	9
TOTAL	8,190	100.00	-

1/ The following occupations were also reported by employers:

Manager, Merchandise	Accounting Clerk
Guards	Order Clerk
Waiter/Waitress	Credit Reference Clerk
Cook, Restaurant	Secretary
Store Detective	

\- Relative error not computed. NOTE: May not add to totals due to rounding.

OCCUPATION OF EMPLOYEES
FAMILY CLOTHING STORES (SIC 565)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	410	7.93	-
Manager, Store	390	7.54	13
All Other Managers	20	0.39	-
Professional Occupations	100	1.93	-
Buyers	90	1.74	27
All Other Professional Occupations	10	0.19	-
Service Occupations	70	1.35	-
Maintenance and Production Occupations	530	10.25	-
Alteration Tailor	130	2.51	28
Stock Clerk, Sales Floor	280	5.42	31
All Other Semiskilled Workers	120	2.32	-
Clerical Occupations	1,090	21.08	-
Cashier	310	6.00	27
General Clerk	130	2.51	29
Secretary	10	0.19	27
Typist	20	0.39	33
Shipper/Receiver	170	3.29	50
Stock Clerk, Storeroom	290	5.61	21
Bookkeeper, Hand	140	2.71	15
All Other Clerical Occupations	20	0.39	-
Sales Occupations	2,970	57.45	-
Salespersons	530	10.25	36
Sales Clerks	2,440	47.20	8
TOTAL	5,170	100.00	-

1/ The following occupations were also reported by employers:

Accountants/Auditors
Designers
Merchandise Displayer
Drapery and Upholstery Estimators
Drapery Hangers
Order Clerks
Custom Sewer

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
FURNITURE AND HOME FURNISHINGS STORES (SIC 57)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	2,090	12.26	-
Manager, Store	1,900	11.14	8
All Other Managers	190	1.11	26
Professional Occupations	390	2.29	-
Buyers	170	1.00	18
Personnel/Labor Relations Specialist	10	0.06	13
Designer	180	1.06	21
All Other Professional Occupations	30	0.18	-
Service Occupations	480	2.82	-
Janitors, Porters, Cleaners	380	2.23	14
Guards	60	0.35	13
Store Detective	40	0.23	12
Maintenance and Production Occupations	3,990	23.40	-
Supervisor, Nonworking	50	0.29	37
Television Servicer	890	5.22	25
Household Appliance Repairer	280	1.64	28
All Other Repairers	130	0.77	-
Truck Driver	560	3.28	19
Delivery and Route Drivers	890	5.22	19
Merchandise Displayer	20	0.12	15
Stock Clerk, Sales Floor	70	0.41	36
Furniture Finisher	160	0.94	27
All Other Skilled Workers	430	2.52	-
All Other Semiskilled Workers	510	2.99	-
Clerical Operations	4,850	28.45	-
Bookkeeper, Hand	930	5.45	11
Adjustment Clerk	80	0.47	10
Cashier	700	4.11	14
General Clerk	1,360	7.98	10
Personnel Clerk	10	0.06	14
Secretary	300	1.76	38
Switchboard Operator/Receptionist	100	0.59	18
Shipping Packer	310	1.82	33
Shipper/Receiver	280	1.64	25
Stock Clerk, Storeroom	770	4.52	20
All Other Clerical Occupations	10	0.06	-
Sales Occupations	5,250	30.79	-
Salespersons	3,130	18.36	9
Sales Clerks	2,120	12.43	16
TOTAL	17,050	100.00	-

1/ The following occupations were also reported by employers:

Systems Analyst E.D.P.	Marine Mechanic
Accountants/Auditors	Cabinetmaker
Commercial Artist	Floorlayer
Writer/Editor	Sewing Machine Operator
Mechanic, Automotive	Keypunch Operator
Clerical Supervisor	

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
FURNITURE AND HOME FURNISHINGS (SIC 571)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,250	13.78	-
Managers, Store	1,190	13.12	20
All Other Managers	60	0.66	-
Professional Occupations	270	2.98	-
Buyers	100	1.10	30
Designers	160	1.76	35
All Other Professional Occupations	10	0.11	-
Service Occupations	250	2.76	-
Janitors, Porters, Cleaners	240	2.65	25
All Other Service Occupations	10	0.11	-
Maintenance and Production Occupations	2,040	22.49	-
Television Servicer	100	1.10	31
Household Appliance Servicer	60	0.66	32
Truck Driver	430	4.74	37
Delivery and Route Driver	630	6.95	40
Stock Clerk, Sales Floor	60	0.66	27
Furniture Finisher	110	1.21	43
All Other Skilled Workers	450	4.96	-
All Other Semiskilled Workers	200	2.21	-
Clerical Occupations	2,490	27.45	-
Bookkeeper, Hand	660	7.28	23
Cashier	200	2.21	31
General Clerk	620	6.84	20
Switchboard Operator	40	0.44	20
Shipping Packer	230	2.54	42
Shipper/Receiver	200	2.21	61
Stock Clerk, Storeroom	350	3.86	27
All Other Clerical Occupations	190	2.09	-
Sales Occupations	2,770	30.54	-
Salespersons	1,960	21.61	15
Sales Clerks	810	8.93	30
TOTAL	9,070	100.00	-

1/ The following occupations were also reported by employers:

Systems Analyst E.D.P.	Guards	Floorlayer
Accountants/Auditors	Clerical Supervisor	Sewing Machine Operator
Personnel Labor Rel. Spec.	Mechanic Automotive	Keypunch Operator

- Relative error not computed. NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
HOUSEHOLD APPLIANCE STORES (SIC 572)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	510	10.74	-
Manager, Store	410	8.63	7
All Other Managers	100	2.11	23
Professional Occupations	70	1.47	-
Buyers	40	0.84	42
Personnel/Labor Relations Specialist	10	0.21	18
All Other Professional Occupations	20	0.42	-
Service Occupations	190	4.00	-
Janitors, Porters, Cleaners	80	1.68	18
Guards	60	1.26	17
Store Detective	50	1.05	14
Maintenance and Production Occupations	640	13.47	-
Television Servicer	140	2.95	22
Household Appliance Repairer	110	2.32	44
Merchandise Displayer	20	0.42	18
All Other Semiskilled Workers	290	6.10	-
All Other Skilled Workers	80	1.68	-
Clerical Occupations	1,770	37.26	-
Adjustment Clerk	100	2.11	12
Cashier	440	9.26	14
General Clerk	580	12.21	14
Personnel Clerk	10	0.21	13
Secretary	70	1.47	29
Switchboard Operator	40	0.84	17
Shipping, Packer	20	0.42	13
Shipper/Receiver	30	0.63	14
Stock Clerk, Storeroom	400	8.42	14
Bookkeeper, Hand	80	1.68	40
Sales Occupations	1,570	33.05	-
Salespersons	530	11.16	10
Sales Clerks	1,040	21.89	11
TOTAL	4,750	100.00	-

1/ The following occupations were also reported by employers:

Supervisor, Nonworking
Furniture Finisher

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
EATING AND DRINKING PLACES (SIC 58)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYEMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	8,070	7.72	-
Director, Food and Beverages	1,670	1.60	19
Manager, Store	280	0.27	29
Manager, Restaurant	5,320	5.09	12
All Other Managers	800	0.77	-
Technical Occupations	20	0.02	-
Service Occupations	91,170	87.21	-
Supervisor, Nonworking	1,460	1.40	13
Janitors, Porters, Cleaners	2,290	2.19	15
Baker, Bread	1,070	1.02	30
Bartender	6,810	6.51	19
Dining Room Attendant	3,130	2.99	14
Butcher/Meat Cutter	30	0.03	47
Host/Hostess, Restaurant	2,730	2.61	23
Kitchen Helper	8,430	8.06	9
Pastry Goods Maker	1,910	1.83	31
Waiter/Waitress	34,950	33.43	7
Counter Attendant	6,150	5.88	27
Cook, Short Order	5,050	4.83	19
Cook, Restaurant	6,240	5.97	13
Food Preparer	10,270	9.82	17
All Other Food Service Workers	480	0.46	50
All Other Service Occupations	170	0.16	-
Maintenance and Production Occupations	680	0.65	-
Maintenance Repairer	50	0.05	37
All Other Skilled Workers	120	0.11	-
All Other Semiskilled Workers	400	0.38	-
All Other Unskilled Workers	110	0.11	-
Clerical Occupations	4,410	4.22	-
Bookkeeper, Hand	1,820	1.74	14
Cashier	2,170	2.08	16
General Clerk	140	0.13	33
Secretary	100	0.10	31
All Other Clerical Occupations	180	0.17	-
Sales Occupations	130	0.12	-
TOTAL	104,540	100.00	-

1/ The following occupations were also reported by employers:

Engineers
Buyers
Accountants/Auditors
Personnel/Labor Relations Specialist
Computer Programmer
Guards
Mechanic, Automotive
Carpenter
Supervisor, Nonworking
Clerical Supervisor
Sales Clerk
Marine Servicer
Painter
Packager
Custom Sewer
Baker
Computer Operator
Keypunch Operator
Accounting Clerk
Payroll/Timekeeping Clerk
Switchboard Operator
Shipping Clerk

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS RETAIL STORES (SIC 59)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	6,260	11.84	-
Manager, Store	5,870	11.10	7
All Other Managers	390	0.74	22
Professional Occupations	4,660	8.81	-
Buyers	680	1.29	12
Accountants/Auditors	850	1.61	14
Pharmacist	2,930	5.54	12
All Other Professional Occupations	200	0.37	-
Technical Occupations	20	0.04	-
Service Occupations	890	1.68	-
Janitors, Porters, Cleaners	360	0.68	20
Counter Attendant	270	0.51	33
Cook, Short Order	150	0.28	34
All Other Service Occupations	110	0.21	-
Maintenance and Production Occupations	9,690	18.33	-
Supervisor, Nonworking	40	0.08	34
Mechanic, Automotive	140	0.26	27
All Other Repairers	360	0.68	-
Truck Drivers	60	0.11	48
Delivery and Route Drivers	3,640	6.88	11
Gas-Appliance Servicer	230	0.44	30
Oil Burner Installer	2,620	4.96	14
Stock Clerk, Sales Floor	1,870	3.54	15
All Other Skilled Workers	190	0.36	-
All Other Semiskilled Workers	240	0.45	-
All Other Unskilled Workers	300	0.57	-
Clerical Occupations	10,480	19.82	-
Bookkeeping and Billing Machine Operator	990	1.87	15
Bookkeeper, Hand	1,280	2.42	9
Cashier	3,000	5.67	15
General Clerk	1,930	3.65	11
Secretary	630	1.19	17
Typist	250	0.47	19
Dispatcher	80	0.15	28
Shipper/Receiver	890	1.68	15
Stock Clerk, Storeroom	1,060	2.00	18
Marking Clerk	280	0.53	21
All Other Clerical Occupations	90	0.17	-

SIC 59 (cont.)

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Sales Occupations	20,870	39.47	-
Salespersons	7,970	15.07	9
Sales Clerks	12,900	24.40	8
TOTAL	52,870	100.00	-

1/ The following occupations were also reported by employers:

Draftspersons	Office Machine Servicer
Guards	Coin Machine Servicer
Cosmetologist	Merchandise Displayer
Camera Repairer	Maintenance Repairer
Farm Equipment Mechanic	Custom Sewer
Marine Mechanic	Sewing Machine Operator Regular Garment
Service Station Attendant	Credit Authorizer
Optician Dispenser	Order Clerk
Computer Operator	Receptionist
Keypunch Operator	Switchboard Operator
Collector	Switchboard Operator/Receptionist

- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
DRUGS STORES AND PROPRIETARY STORES (SIC 591)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,350	9.70	-
Manager, Store	1,320	9.48	19
All Other Managers	30	0.22	-
Professional Occupations	2,770	19.90	-
Buyers	140	1.01	29
Accountants and Auditors	200	1.44	35
Pharmacist	2,430	17.46	10
Service Occupations	460	3.30	-
Cook, Short Order	110	0.79	47
Janitors, Porters, Cleaners	150	1.08	44
Counter Attendant, Lunch Room	170	1.22	44
All Other Service Occupations	30	0.22	-
Maintenance and Production Occupations	680	4.89	-
Delivery and Route Drivers	70	0.50	30
Stock Clerk, Sales Floor	610	4.38	25
Clerical Occupations	2,260	16.24	-
Bookkeeper, Hand	280	2.01	22
Cashiers	950	6.82	32
General Clerk	260	1.87	38
Secretary	70	0.50	48
Shipper/Receiver	70	0.50	33
Stock Clerk, Storeroom	430	3.09	37
Marking Clerk	110	0.79	47
All Other Clerical Occupations	90	0.65	-
Sales Occupations	6,400	45.98	-
Salespersons	1,490	10.70	23
Sales Clerks	4,910	35.27	11
TOTAL	13,920	100.00	-

1/ The following occupation was also reported by employers:
Cosmetologist

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
LIQUOR STORES (SIC 592)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,070	14.90	-
Manager, Store	1,060	14.76	13
All Other Managers	10	0.14	-
Professional Occupations	200	2.79	-
Buyers	70	0.97	32
Accountants/Auditors	130	1.81	27
Service Occupations	10	0.14	-
Maintenance and Production Occupations	340	4.74	-
Clerical Occupations	1,110	15.46	-
Bookkeeper, Hand	80	1.11	41
Cashier	610	8.50	32
Shipper/Receiver	80	1.11	28
All Other Clerical Occupations	340	4.74	-
Sales Occupations	4,450	61.98	-
Salespersons	1,140	15.88	32
Sales Clerks	3,310	46.10	15
TOTAL	7,180	100.00	-

1/ The following occupations were also reported by employers:

Janitors, Porters. Cleaners
Bookkeeping and Billing Machine Operator
Gas-Appliance Servicer
Typist
Marking Clerk

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
BOOK AND STATIONARY STORES (SIC 594)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	260	8.70	-
Manager, Store	260	8.70	17
Professional Occupations	270	9.03	-
Buyers	210	7.02	22
All Other Professional Occupations	60	2.01	-
Service Occupations	100	3.34	-
Janitors, Porters, Cleaners	60	2.01	48
All Other Service Occupations	40	1.34	-
Maintenance and Production Occupations	330	11.04	-
Delivery and Route Drivers	200	6.69	31
All Other Repairers	30	1.00	-
All Other Semiskilled Workers	100	3.34	-
Clerical Occupations	660	22.07	-
Bookkeeping and Billing Machine Operator	150	5.02	33
Bookkeeper, Hand	70	2.34	37
General Clerk	180	6.02	40
Shipper/Receiver	140	4.68	34
All Other Clerical Occupations	120	4.01	-
Sales Occupations	1,370	45.82	-
Salespersons	1,050	35.12	17
Sales Clerks	320	10.70	37
TOTAL	2,990	100.00	-

1/ The following occupations were also reported by employers:

Accountants/Auditors
Cashier
Receptionist
Typist
Stock Clerk, Storeroom
Marking Clerk
Secretary

\- Relative error not computed.

NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
FUEL AND ICE DEALERS (SIC 598)
MASSACHUSETTS

Reference Date October 1973

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	790	10.66	-
Manager, Store	680	9.18	12
All Other Managers	110	1.48	32
Professional Occupations	160	2.16	-
Accountants and Auditors	140	1.89	36
All Other Professional Occupations	20	0.27	-
Technical Occupations	10	0.13	-
Service Occupations	50	0.67	-
Janitors, Porters, Cleaners	30	0.40	38
All Other Service Occupations	20	0.27	-
Maintenance and Production Occupations	4,150	56.01	-
Supervisor, Nonworking	20	0.27	45
Mechanic, Automotive	110	1.48	24
Delivery and Route Drivers	1,970	26.59	9
Gas-Appliance Servicer	50	0.67	49
Oil Burner Installer	1,900	25.64	9
All Other Semiskilled Workers	60	0.81	-
All Other Unskilled Workers	40	0.54	-
Clerical Occupations	1,750	23.62	-
Bookkeeping and Billing Machine Operator	480	6.48	19
Cashier	30	0.40	35
General Clerk	560	7.56	13
Secretary	130	1.75	28
Typist	60	0.81	42
Dispatcher	60	0.81	24
Stock Clerk, Storeroom	70	0.94	37
Bookkeeper, Hand	260	3.51	19
All Other Clerical Occupations	100	1.35	-
Sales Occupations	500	6.75	-
Salespersons	460	6.21	15
All Other Sales Occupations	40	0.54	-
TOTAL	7,410	100.00	-

1/ The following occupations were also reported by employers:

Buyers	Service Station Attendant	Switchboard Operator
Draftspersons	Mark Clerk	Switchboard Operator/Receptionist
Guards	Computer Operator	Clerical Supervisor
Truck Driver	Keypunch Operator	Sales Clerk

\- Relative error not computed. NOTE: May not add to totals due to rounding.

OCCUPATIONS OF EMPLOYEES
RETAIL STORES N.E.C. (SIC 599)
MASSACHUSETTS

Reference Date October 1973

OCCUPATIONS	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,900	13.13	-
Manager, Store	1,680	11.61	8
All Other Managers	220	1.52	26
Professional Occupations	650	4.49	-
Buyers	190	1.31	24
Accountants and Auditors	180	1.24	30
Designer	180	1.24	44
All Other Professional Occupations	100	0.69	-
Service Occupations	170	1.17	-
Janitors, Porters, Cleaners	50	0.35	27
All Other Service Occupations	120	0.83	-
Maintenance and Production Occupations	2,430	16.79	-
Delivery and Route Drivers	660	4.56	24
Stock Clerk, Sales Floor	1,020	7.05	24
All Other Skilled Workers	310	2.14	-
All Other Semiskilled Workers	330	2.28	-
All Other Unskilled Workers	110	0.76	-
Clerical Occupations	3,450	23.84	-
Bookkeeping and Billing Machine Operator	110	0.76	31
Bookkeeper Hand	350	2.42	18
Cashier	1,480	10.23	19
General Clerk	510	3.52	22
Secretary	210	1.45	28
Typist	50	0.35	45
Shipper/Receiver	490	3.39	24
Stock Clerk, Storeroom	150	1.04	30
Marking Clerk	80	0.55	28
All Other Clerical Occupations	20	0.14	-
Sales Occupations	5,870	40.57	-
Salespersons	2,710	18.73	14
Sales Clerks	3,160	21.84	13
TOTAL	14,470	100.00	-

1/ The following occupations were also reported by employers:

Pharmacist	Truck Driver	Merchandise Displayer
Counter Attendant	Order Clerk	Maintenance Repairer
Cook, Short Order	Clerical Supervisor	Custom Sewer
Camera Repairer	Gas-Appliance Servicer	Optician, Dispensing
Office Machine Servicer	Coin Machine Servicer	Receptionist

\- Relative error not computed. NOTE: May not add to totals due to rounding.

MASS. MA 20.26:976

SALES 1976

An Occupational Profile of Selected Industries in Wholesale and Retail Trade in Massachusetts 1976

Report Number 6

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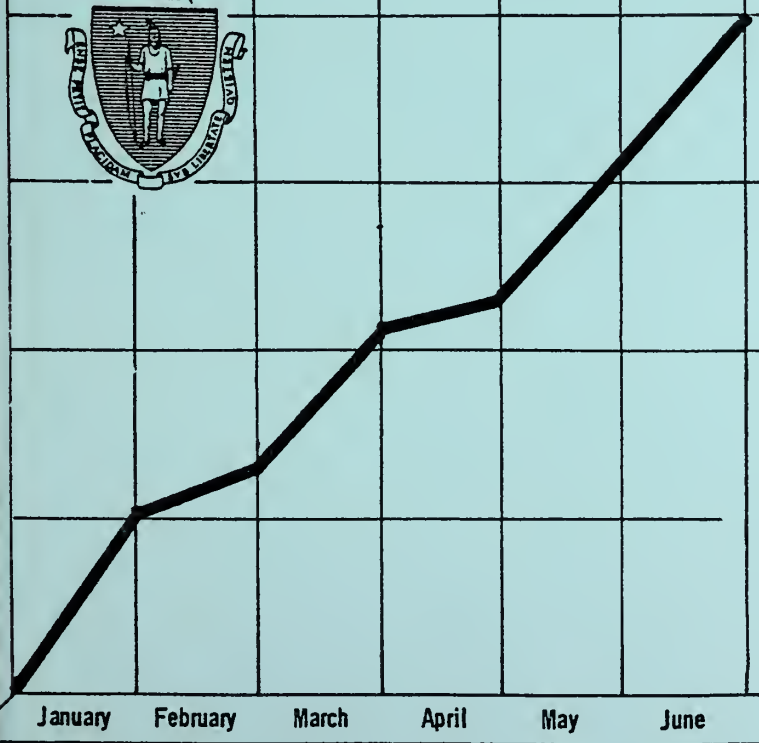

THE COMMONWEALTH OF MASSACHUSETTS
DIVISION OF EMPLOYMENT SECURITY
Charles F. Hurley Employment Security Building
Government Center, Boston, Massachusetts 02114
JOHN F. HODGMAN, DIRECTOR

AN OCCUPATIONAL PROFILE

OF

SELECTED TRADE INDUSTRIES

IN

MASSACHUSETTS

1976

Report Number 6

Prepared by: Robert Aloisi, Labor Market Economist

and

The Staff of the Occupation/Industry Research Dept.

Under the Supervision of

John T. McNulty, Supervisor

MARCH 1978

PREFACE

Our sincere appreciation is extended to the many employers who participated in this survey, without whose support this labor market information would not be available.

Acknowledgement is also made to the United States Department of Labor and in particular to the Bureau of Labor Statistics both on the National and Regional level for their technical support.

We also wish to recognize the splendid support of Charles O'Keefe, programmer, to the keypunching section under the supervision of Mary Sheehan and to Assunta Finocchio who was responsible for control and processing of the survey.

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INTRODUCTION

The Occupational Employment Statistics Program is part of a Federal-State cooperative program involving State Employment Security Agencies as well as the Employment and Training Administration and Bureau of Labor Statistics. It was designed to meet the needs of economists, employment specialists, educators and others for current data on employment by occupations and projected data on employment by occupation and industry. The information obtained from this program will be used as input in constructing industry-occupation matrices that will provide the data base for projecting future manpower requirements, emphasized in the Comprehensive Employment and Training Act of 1973 and other employment and educational legislation.

This Report is the sixth in a series of planned documents on current occupational profiles of Massachusetts industries. Other reports available from this division include selected industries in Non-Manufacturing 1973, Trade 1973, Manufacturing 1974, and Federal, State and Local Government 1975.

Currently under preparation are surveys on Regulated Industries and a new report on Manufacturing Industries. Reports covering other sectors of the economy are in the planning stage.

METHODOLOGY

The Sample

The second quarter 1975 report (ES-202) of employment and wages covered by the Massachusetts Employment Security Law was used as a sampling frame for the Occupational Employment Statistics survey of wholesale and retail trade establishments.

The sampling frame was stratified by three-digit SIC's (Standard Industrial Classification) and by nine employment size classes. Establishments with less than four employees were excluded from the sample, and all units with employment of one hundred or more were automatically included. All other establishments were subject to sample selection on a random basis, with the units in larger size classes having a porportionately higher chance of selection. Each unit was given a weight according to the porportion of firms selected in each size class. The sample included 6439 establishments with benchmark employment of 267,485.

The Survey and Response

After the initial mailing, two follow-ups were sent to nonrespondents. Telephone calls and personal visits were made to nonrespondents where the data was critical for calculating valid estimates. Of the 6439 establishments in the survey, replies were received from 4112, a response rate of 63.9 percent. After manual editing and mechanical (computer) screening 3634 were useable, with total employment of 164,205, 61.4 percent of sample employment).

The Estimating Procedure

All useable questionnaires were stratified into seven size groups, by industry. Reported total employment and occupational employment on each questionnaire was multiplied by the weight assigned during sample selection. These industry data were then divided into the employment in the ES 202 report (stratified by corresponding cells) for the reference month of the survey. The result produced by this procedure is known as the benchmark factor. This factor was then applied to the occupation data, thus accounting for nonresponse. These occupational estimates were then summed across size classes in industry totals.

Sampling Error

Sampling error is a arithmetic measure of the precision of an estimate. It is the difference between the estimate computed from the sample and the result that would have been obtained if the same methods were used to collect identical information from the universe. The relative errors listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. The relative errors shown are such that the chances are 2 out 3 that the results of a comparable full scale data collection, using the same survey approach, would not differ by more than the percent shown; the chances are 19 out 20 that

the results of a full scale data collection would not differ by more than twice the percent shown. For example, it is estimated in this report that their are 6710 Restaurant Managers employed in SIC 581, Eating and Drinking Places, making up 5.43 percent of the total workers in the industry. Thus the chances are about 68 out of 100 that the results of a comparable full scale data collection would differ by less than 470 (7 percent) from the 6710 estimated; similarly the estimated 5.43 percent of total employment would differ by less than 0.38 percent of total employment.

Nonsampling Error

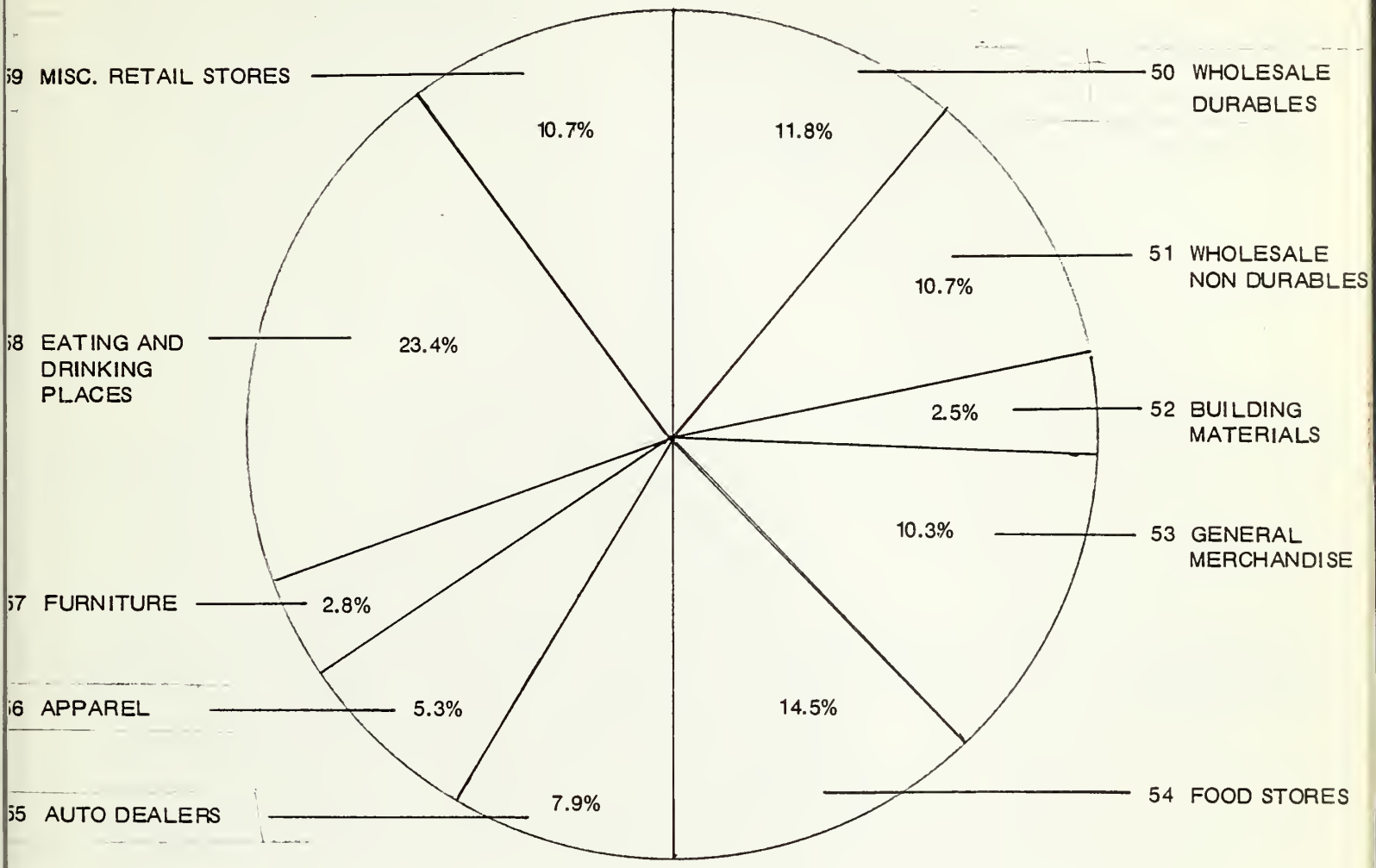
The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, responding establishments may account for some errors in computations and processing, as well as placing workers in a wrong occupation. The nonrespondents are a source of nonsampling error for which measures were not available but are reflected in the estimating procedure.

WHOLESALE/RETAIL TRADE
Employment Trend June-1973-1976

	1973	1974	1975	1976
Wholesale, Durables (SIC 50)	74,147	67,403	62,575	61,976
Wholesale, Nondurables (SIC 51)	54,329	54,256	54,497	56,404
Building Materials (SIC 52)	13,761	12,900	13,045	13,256
General Merchandise Stores (SIC 53)	65,984	62,301	59,762	54,431
Food Stores (SIC 54)	69,806	72,589	72,847	76,369
Auto Dealer and Service Stations (SIC 55)	43,464	39,163	40,519	41,567
Apparel and Accessory Stores (SIC 56)	27,322	27,096	28,142	27,832
Furniture and Furniture Stores (SIC 57)	15,202	15,676	13,640	14,908
Eating and Drinking Places (SIC 58)	108,527	112,628	115,851	123,363
Miscellaneous Retail Stores (SIC 59)	57,810	60,052	58,327	56,210
TOTAL	530,352	524,064	519,205	526,314

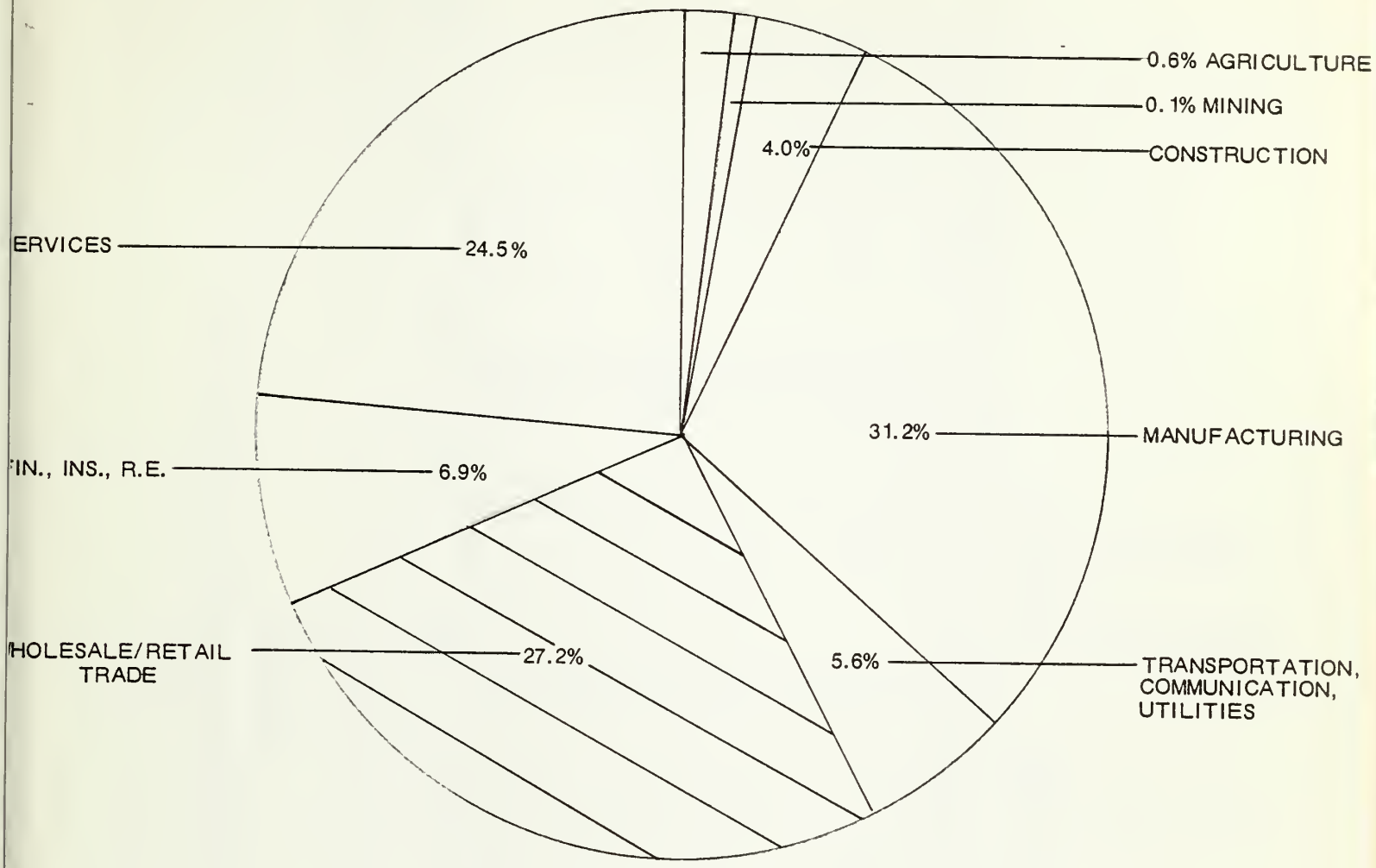
SOURCE: E.S. 202 Month of June 1972 SIC Codes.

SHARE OF EMPLOYMENT IN WHOLESALE/RETAIL TRADE BY 2 DIGIT INDUSTRY



2 DIGIT SIC	JUNE, 1976 EMPLOYMENT	PERCENT TOTAL WHOLESALE/RETAIL TRADE
50	61,976	11.8
51	56,404	10.7
52	13,256	2.5
53	54,431	10.3
54	76,369	14.5
55	41,567	7.9
56	27,832	5.3
57	14,908	2.8
58	123,363	23.4
59	56,210	10.7
TOTAL	526,314	100.0

WHOLESALE/RETAIL TRADE - SHARE OF COVERED EMPLOYMENT



INDUSTRY	JUNE 1976 EMPLOYMENT	PERCENT TOTAL
Agriculture	10,988	0.6
Mining	925	0.1
Construction	77,545	4.0
Manufacturing	603,155	31.2
Trans., Comm., Util.	109,341	5.6
Wholesale/Retail Trade	526,138	27.2
Fin., Ins., R.E.	133,373	6.9
Services	473,580	24.5
Total	1,935,045	100.0

TRADE

DISTRIBUTION OF ESTABLISHMENTS AND EMPLOYMENT, BY 2-DIGIT SIC CODES

MASSACHUSETTS

MARCH 1976

SIC CODE	TOTAL		SIZE GROUP Ø																	
			1		2		3		4		5		6		7		8		9	
	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.	No. Firms	Employ.
50	5,583	61,178	2,360	3,427	1,709	10,444	849	11,175	487	14,542	119	8,130	46	7,041	8	2,880	5	3,539		
51	4,107	55,598	1,820	2,589	1,077	6,457	589	7,932	377	11,226	176	11,978	54	7,815	9	3,233	4	3,028	1	1,340
52	1,476	12,179	578	913	558	3,471	244	2,939	97	2,788	16	1,097	2	325	0	0	1	646		
53	710	53,026	182	207	107	685	87	1,193	94	3,319	108	7,604	83	11,359	31	10,949	15	10,204	3	7,506
54	3,879	76,607	1,610	2,328	1,108	6,479	426	5,669	349	10,796	236	16,343	123	18,031	18	5,922				
55	5,176	40,810	2,398	3,744	1,695	9,747	572	7,826	421	12,693	83	5,451	5	716	2	633				
56	2,342	28,496	909	1,433	751	4,428	384	5,256	200	5,707	61	4,047	28	4,086	7	2,219	2	1,320		
57	2,058	15,038	1,010	1,594	678	4,003	250	3,344	93	2,839	17	1,146	8	1,169	1	436	1	507		
58	7,995	106,746	3,569	4,970	1,924	11,271	1,020	13,909	1,054	32,930	324	21,677	86	12,127	12	4,009	4	2,972	2	2,881
59	7,984	56,948	3,453	5,114	2,968	17,926	1,162	15,149	321	8,996	56	4,079	20	2,902	3	975	0	0	1	1,807
50 59	41,310	506,626	17,886	26,319	12,575	74,911	5,583	74,392	3,493	105,836	1,196	81,552	455	65,571	91	31,256	39	27,428	9	19,361

Ø SIZE GROUP	NO. EMPLOYEES
1	0- 3
2	4- 9
3	10- 19
4	20- 49
5	50- 99
6	100- 249
7	250- 499
8	500- 999
9	1000 +

WHOLESALE TRADE

OCCUPATIONS OF EMPLOYEES
WHOLESALE FURNITURE AND HOME FURNISHINGS (SIC 502)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	330	10.41	N/A
Managers, Merchandise	60	1.89	21
Wholesaler	110	3.47	19
All Other Managers	160	5.04	19
Professional Occupations	120	3.78	N/A
Systems Analysts EDP	10	0.31	22
All Other Professional Occupations	110	3.47	N/A
Technical Occupations	120	3.78	N/A
Computer Programmer	10	0.31	27
All Other Technical Occupations	110	3.47	N/A
Service Occupations	40	1.26	N/A
Maintenance and Production Occupations	770	24.29	N/A
Supervisor, Except Service	30	0.94	30
Truck Driver	60	1.89	34
Order Filler	150	4.73	13
All Other Skilled Workers	90	2.83	N/A
All Other Semiskilled Workers	420	13.24	N/A
All Other Unskilled Workers	20	0.63	N/A
Clerical Occupations	1,200	37.85	N/A
Bookkeeping and Billing Machine Operator	60	1.89	25
Keypunch Operator	50	1.57	24
Bookkeeper, Hand	100	3.15	17
General Clerk	230	7.25	15
Order Clerk	110	3.47	22
Secretary	130	4.10	21
Switchboard Operator/ Receptionist	20	0.63	20
Typist	60	1.89	23
Shipping and Receiving Clerk	120	3.78	18
Stock Clerk, Storeroom	120	3.78	30
All Other Clerical Occupations	200	6.30	N/A
Sales Occupations	590	18.61	N/A
Sales Representatives	570	17.98	11
All Other Sales Work	20	0.63	N/A
TOTAL	3,170	100.00	N/A

OCCUPATIONS OF EMPLOYEES
WHOLESALE MACHINERY, EQUIPMENT AND SUPPLIES (SIC 508)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,990	9.71	N/A
Managers, Merchandise	530	2.58	16
Wholesaler	750	3.66	18
All Other Managers	710	3.46	26
Professional Occupations	1,820	8.88	N/A
Engineers	1,300	6.34	26
Buyers	130	0.63	28
All Other Professional Occupations	390	1.90	N/A
Technical Occupations	1,270	6.20	N/A
Electrical and Electronics Technicians	1,020	4.98	22
All Other Technicians	250	1.22	N/A
Service Occupations	170	0.83	N/A
Janitors, Porters and Cleaners	170	0.83	32
Maintenance and Production Occupations	4,880	23.82	N/A
Supervisor, Except Service	300	1.46	20
Engineering Equipment, Mechanic	480	2.34	33
Office Machine Servicer	1,020	4.98	18
All Other Mechanics and Repairers	670	3.27	N/A
Truck Driver	280	1.36	29
Delivery and Route Workers	200	0.97	31
Maintenance, Repairer	400	1.95	35
All Other Skilled Workers	290	1.41	N/A
All Other Semiskilled Workers	1,110	5.41	N/A
All Other Unskilled Workers	130	0.63	N/A
Clerical Occupations	5,560	27.14	N/A
Bookkeeping and Billing Machine Operator	240	1.17	25
Computer Operator	10	0.04	23
Bookkeeper, Hand	520	2.53	15
General Clerk	1,490	7.27	15
Order Clerk	400	1.95	28
Secretary	810	3.95	14
Switchboard Operator/Receptionist	110	0.53	26
Typist	290	1.41	19
Shipping Packer	290	1.41	29
Shipping and Receiving Clerk	300	1.46	29
Stock Clerk, Storeroom	710	3.46	18
All Other Clerical Occupations	390	1.90	N/A

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Sales Occupation	4,790	23.38	N/A
Sales Representatives	4,120	20.11	9
All Other Sales Workers	670	3.27	N/A
TOTAL	20,480	100.00	N/A

OCCUPATIONS OF EMPLOYEES
WHOLESALE BEER, WINE, AND DISTILLED ALCOHOLIC BEVERAGES (SIC 518)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	260	7.20	N/A
Managers, Merchandise	80	2.21	19
Wholesaler	110	3.04	28
All Other Managers	70	1.93	N/A
Professional Occupations	40	1.10	N/A
Buyer	20	0.55	34
All Other Professional Occupations	20	0.55	N/A
Technical Occupations	10	0.27	N/A
Service Occupations	40	1.10	N/A
Maintenance and Production Occupations	1,500	41.55	N/A
Supervisor, Except Service	30	0.83	35
Mechanic, Automotive	40	1.10	28
Truck Drivers	540	14.95	29
Delivery and Route Workers	600	16.62	23
Industrial Truck Operator	110	3.04	27
All Other Skilled Workers	20	0.55	N/A
All Other Semiskilled Workers	80	2.21	N/A
All Other Unskilled Workers	80	2.21	N/A
Clerical Occupations	760	21.05	N/A
Bookkeeping and Billing Machine Operator	40	1.10	26
Keypunch Operator	50	1.38	28
Bookkeeper, Hand	60	1.66	17
Cashier	20	0.55	31
General Clerk	140	3.87	16
Order Clerk	90	2.49	28
Secretary	50	1.38	16
Switchboard Operator/Receptionist	20	0.55	29
Typist	20	0.55	34
Shipping Packer	90	2.49	35
Shipping and Receiving Clerk	60	1.66	23
All Other Clerical Occupations	120	3.32	N/A
Sales Occupations	1,000	27.70	N/A
Sales Representatives	990	27.42	9
All Other Sales Work	10	0.27	N/A
TOTAL	3,610	100.00	N/A

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS NONDURABLE WHOLESALE GOODS (SIC 519)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	1,340	13.94	N/A
Managers, Merchandise	260	2.70	24
Wholesaler	570	5.93	24
All Other Managers	510	5.30	29
Professional Occupations	120	1.24	N/A
Buyer	100	1.04	33
All Other Professional Occupations	20	0.20	N/A
Technical Occupations	40	0.41	N/A
Service Occupations	70	0.72	N/A
Maintenance and Production Occupations	2,140	22.26	N/A
Supervisor, Except Service	70	0.72	35
Truck Drivers	370	3.85	27
Delivery and Route Workers	490	5.09	31
Order Fillers	620	6.45	32
All Other Skilled Workers	140	1.45	N/A
All Other Semiskilled Workers	270	2.80	N/A
All Other Unskilled Workers	180	1.87	N/A
Clerical Occupations	3,930	40.89	N/A
Bookkeeping and Billing Machine Operator	140	1.45	35
All Other Office Machine Operators	70	0.72	N/A
Bookkeeper, Hand	440	4.57	15
General Clerk	540	5.61	18
Typist	90	0.93	33
Shipping Packer	430	4.47	31
Shipping and Receiving Clerk	270	2.80	33
Stock Clerk, Storeroom	800	8.32	25
All Other Clerical Occupations	1,150	11.96	N/A
Sales Occupations	1,970	20.49	N/A
Sales Representatives	1,660	17.27	23
Sales Clerks	310	3.22	33
TOTAL	9,610	100.00	N/A

RANKED OCCUPATIONAL EMPLOYMENT IN WHOLESALE TRADE

SIC	OCCUPATION	EMPLOYMENT
502	Furniture and Home Furnishings	
1.	Sales Representatives	570
2.	All Other Semiskilled Workers	420
3.	General Clerk	230
4.	All Other Clerical Occupations	200
5.	All Other Managers	160
6.	Order Filler	150
7.	Secretary	130
8.	Shipping and Receiving Clerk	120
9.	Stock Clerk, Storeroom	120
10.	Wholesaler	100
		2,200
508	Machinery, Equipment and Supplies	
1.	Sales Representatives	4,120
2.	General Clerk	1,470
3.	Engineers	1,300
4.	All Other Semiskilled Workers	1,110
5.	Electrical and Electronic Technicians	1,020
6.	Office Machine Servicer	1,020
7.	Secretary	810
8.	Wholesaler	750
9.	All Other Managers	710
10.	Stock Clerk, Storeroom	710
		13,020
518	Beer, Wine, and Distilled Alcoholic Beverages	
1.	Sales Representatives	990
2.	Delivery and Route Workers	600
3.	Truck Driver	540
4.	General Clerk	140
5.	All Other Clerical Occupations	120
6.	Wholesaler	110
7.	Industrial Truck Operator	110
8.	Shipping Packer	90
9.	Merchandise Manager	80
10.	All Other Semiskilled Workers	80
		2,860

RANKED OCCUPATIONAL EMPLOYMENT IN WHOLESALE TRADE (Continued)

SIC	OCCUPATION	EMPLOYMENT
519	Miscellaneous Nondurable Goods	
1.	Sales Representatives	1,660
2.	Stock Clerk, Storeroom	800
3.	Order Filler	620
4.	Wholesaler	570
5.	General Clerk	540
6.	All Other Managers	510
7.	Delivery and Route Workers	490
8.	Bookkeeper, Hand	440
9.	Shipping Packer	430
10.	Sales Clerks	370
		6,430

WHOLESALE TRADE

List of Occupations Included in "All Other" Occupations

SIC 502 Furniture and Home Furnishings

Engineers
Chemist
Buyer
Accountants/Auditors
Nurse, Professional
Personnel/Labor Relations Specialist
Designer
Electrical and Electronic Technician
Computer Operator
Accounting Clerk
Cashier
Switchboard Operator
Guards and Doorkeepers
Mechanic Automotive
All Other Mechanics
Delivery and Route Workers
Merchandise Displayer
Industrial Truck Operator
Machinist
Maintenance Repairer
Sewing Machine Operator
Furniture Finisher
Sales Clerk

SIC 508 Machinery, Equipment and Supplies

Manager, Auto Parts Department
Chemist
Systems Analyst, E.D.P.
Accountants/Auditors
Commercial, Artist Specialist
Personnel/Labor Relations Specialist
Public Relations Practitioner
Designer
Instrument Repairer
Machinist
Order Filler
Plumber/Pipefitter
Fuel Pump Attendant
Sales Clerks
Personnel Clerk
Switchboard Operator
Dispatcher
Drafter
All Other Engineering Technician
Mechanic Automotive
Electric Tool Repairer
Maintenance Mechanic
Coin Machine Servicer
Carpenter
Industrial Truck Operator
Keypunch Operator
All Other Office Machine Operators
Stenographer
Accounting Clerk
Payroll/Timekeeping Clerk
Cashier
Receptionist
Clerical Supervisor

SIC 518 Beer, Wine, and Distilled Alcoholic Beverages

Systems Analyst, E.D.P.
Accountants/Auditors
Computer Programmer
Janitors, Porters, and Cleaners
Merchandise Displayer
Maintenance Repairer
Conveyor Operator
Computer Operator
Receptionist
Switchboard Operator
Stock Clerk, Storeroom
Sales Clerks
Order Filler

SIC 519 Miscellaneous Nondurable Goods

Manager, Store
Systems Analyst, E.D.P.
Accountants/Auditors
Writer/Editor
Personnel/Labor Relations Specialist
Designer
Computer Programmer
Maintenance Repairer
Computer Operator
Keypunch Operator
Cashier
Collector
File Clerk
Credit Authorizer

SIC 519 Miscellaneous Nondurable Goods (Continued)

Electrical/Electronic Technician
Janitors, Porters, and Cleaners
Cosmetologist
Mechanic Automotive
Office Machine Servicer
Industrial Truck Operator
Order Clerk
Credit Reference Clerk
Receptionist
Secretary
Switchboard Operator
Dispatcher

RETAIL TRADE

OCCUPATIONS OF EMPLOYEES
LUMBER AND OTHER BUILDING MATERIALS (SIC 521)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	680	9.07	N/A
Manager, Store	610	8.14	7
All Other Managers	70	0.93	34
Professional Occupations	360	4.80	N/A
Buyer	230	3.07	13
Accountants/Auditors	120	1.60	14
All Other Professional Occupations	10	0.13	N/A
Service Occupations	80	1.06	N/A
Janitors, Porters, and Cleaners	70	0.93	33
All Other Service Occupations	10	0.13	N/A
Maintenance and Production Occupations	2,450	32.71	N/A
Supervisor, Except Service	90	1.20	21
Mechanic,Automotive	70	0.93	33
All Other Mechanics	50	0.66	N/A
Truck Drivers	940	12.55	11
Delivery and Route Workers	180	2.40	26
Industrial Truck Operator	300	4.00	14
Stock Clerk, Sales Floor	290	3.87	17
Wood Machinist	80	1.06	34
All Other Skilled Workers	240	3.20	N/A
All Other Semiskilled Workers	160	2.13	N/A
All Other Unskilled Workers	50	0.66	N/A
Clerical Occupations	2,080	27.77	N/A
Bookkeeper, Hand	300	4.00	12
Cashier	370	4.93	19
General Clerk	800	10.68	5
Secretary	100	1.33	20
Shipping and Receiving Clerk	130	1.73	17
Stock Clerk, Storeroom	370	4.93	19
All Other Clerical Occupations	10	0.13	N/A
Sales Occupations	1,840	24.56	N/A
Sales Representatives	730	9.74	9
Sales Clerks	1,110	14.81	10
TOTAL	7,490	100.00	N/A

OCCUPATIONS OF EMPLOYEES
DEPARTMENT STORES (SIC 531)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	3,890	7.86	N/A
Manager, Merchandise	340	0.68	24
Manager, Store	1,430	2.89	12
Manager, Auto Service Department	30	0.06	20
Manager, Auto Parts Department	20	0.04	10
Manager, Restaurant	30	0.06	14
All Other Managers	2,040	4.12	8
Professional Occupations	1,280	2.58	N/A
Systems Analyst, E.D.P.	30	0.06	29
Buyer	850	1.71	18
Accountants/Auditors	50	0.10	49
Commercial Artist	80	0.16	31
Writer/Editor	30	0.06	27
Nurse, Professional	10	0.02	12
Personnel/Labor Relations Specialist	120	0.24	11
Designer	10	0.02	34
All Other Professional Workers	100	0.20	N/A
Technical Occupations	330	0.66	N/A
Computer Programmer	50	0.10	30
Drafter	10	0.02	25
All Other Technicians	270	0.54	26
Service Occupations	3,480	7.03	N/A
Supervisor, Service	100	0.20	23
Janitors, Porters, and Cleaners	620	1.25	7
Guards, Doorkeepers	320	0.64	27
Dining Room Attendant	20	0.04	36
Hostess/Host	30	0.06	18
Kitchen Helper	140	0.28	13
Waiter/Waitress	370	0.74	11
Counter Attendant	270	0.54	18
Cook Restaurant	60	0.12	12
All Other Food Service Workers	90	0.18	N/A
Cosmetologist	340	0.68	17
Checker, Fitting Room	300	0.60	13
Store Detective	630	1.27	11
All Other Service Workers	190	0.38	N/A
Maintenance and Production Occupations	6,660	13.47	N/A
Supervisor, Except Service	100	0.20	19
Mechanic, Automotive	120	0.24	47

OCCUPATION	EMPLOYMENT Number 1/	Percent	Relative Error Percent
Bicycle Repairer	20	0.04	14
Maintenance, Mechanic	50	0.10	11
Gas and Electric Appliance Servicer	10	0.02	47
All Other Mechanics	150	0.30	N/A
Carpet Cutter	10	0.02	45
Carpenter	20	0.04	16
Delivery and Route Workers	10	0.02	36
Merchandise Displayers	180	0.36	11
Electrician	10	0.02	28
Industrial Truck Operator	60	0.12	42
Order Filler	220	0.44	48
Painter, Maintenance	20	0.04	13
Production Packager	30	0.06	48
Sewer, Custom	30	0.06	45
Alteration Tailor	210	0.42	17
Fuel Pump Attendant	20	0.04	20
Stock Clerk, Sales Floor	4,180	8.45	20
Furniture Finisher	20	0.04	25
Picture Framer	10	0.02	49
All Other Skilled Workers	300	0.60	N/A
All Other Semiskilled Workers	140	0.28	N/A
All Other Unskilled Workers	740	1.49	N/A
Clerical Occupations	14,010	28.33	N/A
Clerical Supervisor	360	0.72	21
Bookkeeping and Billing Machine Operator	40	0.08	14
Computer Operator	90	0.18	21
Keypunch Operator	350	0.70	15
Peripheral E.D.P. Equipment Operator	20	0.04	26
All Other Office Machine Operator	130	0.26	N/A
Accounting Clerk	470	0.95	14
Bookkeeper, Hand	30	0.06	25
Adjustment Clerk	390	0.78	15
Cashier	4,230	8.55	13
Collector	110	0.22	33
File Clerk	50	0.10	37
General Clerk	1,380	2.79	18
Credit Authorizer	340	0.68	13
Order Clerk	110	0.22	22
Payroll Clerk/Timekeeper	70	0.14	18
Personnel Clerk	60	0.12	12
Procurement Clerk	90	0.18	44
Credit Reference Clerk	40	0.08	30
Receptionist	20	0.04	24
Secretary	290	0.58	11
Service Clerk	230	0.46	15
Switchboard Operator	240	0.48	10

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Typist	200	0.40	28
Shipping Packer	340	0.68	18
Shipping and Receiving Clerk	520	1.05	15
Stock Clerk, Storeroom	1,170	2.36	22
Marking Clerk	970	1.96	34
All Other Clerical Workers	1,670	3.37	N/A
Sales Occupations	19,790	40.02	N/A
Sales Representatives	4,720	9.54	14
Sales Clerks	14,930	30.19	10
Demonstrator	70	0.14	48
All Other Sales Workers	70	0.14	25
TOTAL	49,440	100.00	N/A

OCCUPATIONS OF EMPLOYEES
GROCERY STORES (SIC 541)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	4,320	6.67	N/A
Professional Occupations	650	1.00	N/A
Technical Occupations	30	0.04	N/A
Service Occupations	5,950	9.18	N/A
Maintenance and Production Occupations	22,130	34.17	N/A
Stock Clerk, Sales Floor	11,430	17.65	35
All Other Skilled Workers	510	0.78	N/A
All Other Semiskilled Workers	1,010	1.55	N/A
All Other Unskilled Workers	9,180	14.17	N/A
Clerical Occupations	25,570	39.49	N/A
Cashier	19,010	29.35	34
All Other Clerical Workers	6,560	10.13	N/A
Sales Occupations	6,100	9.42	N/A
Sales Clerks	6,100	9.42	9
TOTAL	64,750	100.00	N/A

OCCUPATIONS OF EMPLOYEES
FAMILY CLOTHING STORES (SIC 565)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Manager and Officers	450	7.52	N/A
Manager, Store	420	7.02	16
All Other Managers	30	0.50	N/A
Professional Occupations	220	3.67	N/A
Buyer	210	3.51	26
All Other Professional Occupations	10	0.16	N/A
Service Occupations	80	1.33	N/A
Janitors, Porters, and Cleaner	60	1.00	32
All Other Service Workers	20	0.33	N/A
Maintenance and Production Occupations	1,890	31.60	N/A
Stock Clerk, Sales Floor	1,570	26.25	31
All Other Skilled Workers	260	4.34	N/A
All Other Semiskilled Workers	60	1.00	N/A
Clerical Occupations	1,050	17.55	N/A
Bookkeeper, Hand	100	1.67	25
Cashier	340	5.68	21
General Clerk	190	3.17	22
Shipping and Receiving Clerk	80	1.33	30
Stock Clerk, Storeroom	210	3.51	26
All Other Clerical Workers	130	2.17	N/A
Sales Occupations	2,290	38.29	N/A
Sales Representatives	550	9.19	32
Sales Clerks	1,740	29.09	20
TOTAL	5,980	100.00	N/A

OCCUPATIONS OF EMPLOYEES
EATING AND DRINKING PLACES (SIC 581)
MASSACHUSETTS

Reference Date June 1976

OCCUPATION	EMPLOYMENT		
	Number 1/	Percent	Relative Error Percent
Managers and Officers	8,440	6.84	N/A
Director, Food and Beverages	800	0.64	27
Manager, Restaurant	6,710	5.43	7
All Other Managers	930	0.75	N/A
Professional Occupations	1,210	0.98	N/A
Technical Occupations	90	0.07	N/A
Service Occupations	107,190	86.87	N/A
Supervisor, Service	950	0.76	31
Janitors, Porters, and Cleaners	2,880	2.33	15
Baker, Bread or Pastry	880	0.71	31
Bartender	9,650	7.82	15
Dining Room Attendant	4,820	3.90	19
Hostess/Host Restaurant	2,470	2.00	17
Kitchen Helper	8,900	7.21	12
Waiter/Waitress	36,170	29.31	7
Counter Attendant, Lunchroom	6,870	5.56	28
Cook, Short Order	6,630	5.37	25
Cook, Restaurant	5,270	4.27	15
Food Preparer, Fast Foods	19,700	15.96	16
All Other Food Service Workers	1,280	1.03	N/A
All Other Service Workers	720	0.58	N/A
Maintenance and Production Occupations	110	0.08	N/A
Clerical Occupations	6,220	5.04	N/A
Bookkeeper, Hand	1,840	1.49	14
Cashier	3,670	2.97	23
All Other Clerical Occupations	710	0.57	N/A
Sales Occupations	120	0.09	N/A
TOTAL	123,380	100.00	N/A

RANKED OCCUPATIONAL EMPLOYMENT IN RETAIL TRADE

SIC	OCCUPATION	EMPLOYMENT
521	Building Materials	
1.	Sales Clerks	1,110
2.	Truck Driver	940
3.	General Clerk	800
4.	Sales Representatives	730
5.	Manager, Store	610
6.	Cashier	370
7.	Stock Clerk, Storeroom	370
8.	Industrial Truck Operator	300
9.	Bookkeeper, Hand	300
10.	Stock Clerk, Sales Floor	290
		5,820
531	Department Stores	
1.	Sales Clerks	14,930
2.	Sales Representatives	4,720
3.	Cashier	4,230
4.	Stock Clerk, Sales Floor	4,180
5.	All Other Managers	2,040
6.	All Other Clerical Occupations	1,670
7.	Manager Store	1,430
8.	General Clerk	1,380
9.	Stock Clerk, Storeroom	1,170
10.	Marking Clerk	970
		36,720
541	Grocery Stores	
1.	Cashier	19,010
2.	Stock Clerk, Sales Floor	11,430
3.	All Other Unskilled Workers	9,180
4.	All Other Clerical Workers	6,560
5.	Sales Clerks	6,100
		52,280

RANKED OCCUPATIONAL EMPLOYMENT IN RETAIL TRADE (Continued)

SIC	OCCUPATION	EMPLOYMENT
565	Family Clothing Stores	
1.	Sales Clerk	1,740
2.	Stock Clerk, Sales Floor	1,570
3.	Sales Representatives	550
4.	Manager, Store	420
5.	Cashier	340
6.	All Other Skilled Workers	260
7.	Buyer	210
8.	Stock Clerk, Storeroom	210
9.	General Clerk	190
10.	All Other Clerical Workers	130
		5,620
581	Eating and Drinking Places	
1.	Waiter/Waitress	36,170
2.	Food Preparer, Fast Foods	19,700
3.	Bartender	9,650
4.	Kitchen Helper	8,900
5.	Counter Attendant	6,870
6.	Manager, Restaurant	6,710
7.	Cook, Short Order	6,630
8.	Cook, Restaurant	5,270
9.	Dining Room Attendant	4,820
10.	Cashier	3,670
		108,390

RETAIL TRADE

List of Occupations Included in "All Other" Occupations

SIC 521 Building Materials

Engineers
Systems Analyst E.D.P.
Personnel/Labor Relations Specialist
Computer Programer
Guards and Doorkeepers
Engineering Equipment Mechanic
Locksmith
Carpenter
Receptionist
Dispatcher
Furnace Installer/Servicer
Glazier
Maintenance Repairer
Plumber/Pipefitter
Welders/Flamecutters
Household Appliance Installer
Furniture Upholsterer
Computer Operator
Switchboard Operator

SIC 531 Department Stores

Statistician
Lawyer
Cook Short Order
Jeweler/Silversmith
Helper Trades
Stationary Engineer
Stenographer
Pharmacist
Truck Driver
Maintenance Repairer
Plumber/Pipefitter

SIC 541 Grocery Stores

Manager Store
Systems Analyst E.D.P.
Buyer
Accounting/Auditors
Commercial Srtist
Personnel/Labor Relations Specialist
Pharmacist
Public Relations Practitioner
Computer Programer
Truck Driver
Delivery and Route Workers
Industrial Truck Operator
Order Filler
Production Packager
Bagger
Fuel Pump Attendant
Baker
Switchboard Operator
Switchboard Operator/Receptionist
Stock Clerk/Storeroom
Drafter
Janitors, Porters, Cleaners
Guards, Doorkeepers
Butcher/Meat Cutter
Kitchen Helper
Waiter/Waitress
Cook Short Order
Store Detective
Maintenance Mechanic
Computer Operator
Keypunch Operator
Tabulations Machine Operator
Accounting Clerk
Bookkeeper, Hand
File Clerk
General Clerk
Personnel Clerk
Secretary
Shipping and Receiving Clerk

SIC 565 Family Clothing Stores

Accounting/Auditors
Writer/Editor
Designer
Guards, Doorkeeper
Store Detective
Delivery and Route Workers
Merchandise Displayer
Maintenance Repairer
Sewing Machine Operator
Alteration Tailor
Computer Operator
Order Clerk
Personnel Clerk
Secretary
Switchboard Operator
Switchboard Operator/Receptionist
Typist
Shipping Clerk
Marking Clerk
Demonstrator

RETAIL TRADE

List of Occupations Included in "All Other" Occupations (Continued)

SIC 581 Eating and Drinking Places

Manager, Merchandise
Buyer
Accountants/Auditors
Lawyer
Musician
Personnel/Labor Relations Spec.
Computer, Programmer
Guards, Doorkeepers
Butcher, Meatcutter
Pantry/Sandwich Maker
Checker, Fitting Room
Clerical Supervisor
Stock Clerk, Storeroom
Sales Clerks
Delivery and Route Workers
Maintenance Repairer
Computer Operator
Keypunch Operator
Accounting Clerk
General Clerk
Personnel Clerk
Receptionist
Secretary
Switchboard Operator
Typist
Shipping and Receiving Clerk
Sales Representatives

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AN OCCUPATIONAL PROFILE OF WHOLESALE & RETAIL TRADE & SELECTED REGULATED INDUSTRIES IN MASSACHUSETTS 1979

GOVERNMENT DOCUMENTS
COLLECTION

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OCCUPATION/INDUSTRY RESEARCH PUBLICATION

Massachusetts Division of Employment Security

job market research

AN OCCUPATIONAL PROFILE

OF

WHOLESALE AND RETAIL TRADE

AND

SELECTED REGULATED INDUSTRIES

IN

MASSACHUSETTS

1979

REPORT NUMBER 13

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INTRODUCTION

This publication is the thirteenth in a series on current occupational profiles of Massachusetts industries. A recent publication, An Occupations Profile of Educational Employment, and a soon to be published survey of hospitals, give us a nearly complete profile of all nonagricultural covered employment.

This information is now being used in constructing an updated industry-occupation matrix, and will be used as a data base for projecting future employment needs.

The demand for this data by economists, employment specialists, educators and private industrial firms clearly demonstrates the need for this and other labor market information.

METHODOLOGY

The Sample

The second quarter 1979 report (ES 202) of employment and wages covered by the Massachusetts Employment Security Law was used as a sampling frame for the Occupational Employment Statistics survey of non-manufacturing establishments.

The sampling frame was stratified by three-digit SIC's (Standard Industrial Classification) and by nine employment size classes. Establishments with less than four employees were excluded from the sample, and all units with employment of two hundred and fifty or more were automatically included. All other establishments were subject to sample selection on a random basis, with the units in larger size classes having a proportionally higher chance of selection. Each unit was given a weight according to the proportion of firms selected in each size class. The sample included 4528 establishments with benchmark employment of 327,310.

The Survey and Response

Each establishments was mailed a survey schedule; telephone calls and personal visits were made where the data was critical for calculating valid estimates. As many as two follow-up schedules were mailed to nonrespondents. Of the 4528 establishments in the survey, replies were received from 3028, or 69 percent. After manual editing and mechanical (computer) screening, 2836 responses with total employment at 209,589 were determined usable, 64 percent of the sample employment.

The Estimating Procedure

All usable responses were stratified into seven size groups, by industry. Reported total employment (or the summed occupational employment) from each usable response was multiplied by the weight assigned during sample selection. These industry data were then divided into the employment in the ES 202 report for the reference month of the survey (stratified by corresponding size class cells). The result produced by the procedure is known as the benchmark factor. This factor was then applied to the occupation data, thus accounting for nonresponse. These occupational estimates were then summed across size classes in industry totals.

Sampling Error

Sampling error is an arithmetic measure of the precision of the estimate. It is the difference between the estimate computed from the sample and the result that would have been obtained if the same methods were used

to collect identical information from the universe. The relative errors listed in this report are the sampling errors of each occupation expressed as a percent of that occupational estimate. The relative errors shown are such that the chances are 2 out of 3 that the results of collecting identical information from the entire population would not differ by more than the percent of relative error shown; the chances are 19 out of 20, 95 percent, that the results of collecting identical information from the entire population would not differ by more than twice the percent shown. For example, it is estimated in this report that there are 1,980 Buyers in SIC 50 and 51 - Wholesale Trade - accounting for 1.52 percent of total employment in the industry. Thus the chances are 68 out of 100 that the results of collecting identical information from the entire population would differ by less than 119 (6 percent) from the 1,980 estimated; similarly the estimated 1.87 percent of total employment would differ by less than 0.09 percent of total employment.

Nonsampling Error

The results of this survey are subject to nonsampling errors as well. Although careful editing and screening steps were taken, some errors in processing and computation may have occurred. These errors could be from faulty schedule design or an inability to collect data as defined. Responding establishments may account for some errors because of inaccuracy of data furnished such as placing workers in a wrong occupation. The nonrespondents are a source of nonsampling error for which measures are not available but are reflected in the estimating procedure.

BALANCE OF NONMANUFACTURING TWO DIGIT INDUSTRY

SIC CODE	DESCRIPTION
41	LOCAL & SUBURBAN TRANSIT AND INTERURBAN HIGHWAY AND PASSENGER TRANSPORTATION
	This major group includes establishment primarily engaged in furnishing local and suburban passenger transportation, such as those providing passenger transportation within a single municipality and its suburban areas by bus, rail, or subway, either seperately or in combination.
42	MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING
	This major group includes establishments furnishing local and long-distance trucking, or transfer services, or those engaged in the storage of farm products, furniture, and other household goods, or commercial goods of any nature.
44	WATER TRANSPORTATION
	This major group includes establishments engaged in freight and passenger transportation on the open sea or inland waters, and establishments furnishing such incidental services as lighterage, towing, and canal operation. This major group also includes excursion boats, sight seeing boats and watertaxis.
45	TRANSPORTATION BY AIR
	This major group includes establishments engaged in furnishing domestic and foreign transportation by air and also those operating airports and flying fields and furnishing terminal services.
46	PIPELINE TRANSPORTATION
	This major group includes establishments primarily engaged in the pipe line transportation of petroleum or other commodities, except natural gas.
47	TRANSPORTATION SERVICES
	This major group includes establishments furnishing services incidental to transportation, such as forwarding and packing services, and the arrangement of passenger and freight transportation.

BALANCE OF NONMANUFACTURING TWO DIGIT INDUSTRY (Continued)

SIC CODE	DESCRIPTION
48	COMMUNICATION

This major group includes furnishing point to point communication service, whether by wire or radio, and whether intended to be received aurally or visually; and radio and television broadcasting.

49 ELECTRIC, GAS, AND SANITARY SERVICES

This major group includes establishments engaged in the generation, transmission and/or distribution of electricity or gas or steam. Water and irrigation systems, and sanitary systems engaged in the collection and disposal of garbage, sewage, and other wastes are also included.

50 WHOLESALE TRADE - DURABLE GOODS

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

51 WHOLESALE TRADE - NONDURABLE GOODS

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

52 BUILDING MATERIALS, HARDWARE, & MOBILE HOMES

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint; glass and wallpaper, hardware; nursery stock; lawn and garden supplies; and mobile homes.

53 GENERAL MERCHANDISE STORES

This major group includes retail stores which sell a number of lines of merchandise such as Dept. Stores, Variety Stores and General Stores.

54 FOOD STORES

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

55 AUTO DEALERS AND GASOLINE SERVICE STATIONS

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations.

SIC CODE	DESCRIPTION
56	APPAREL AND ACCESSORY STORES

This major group includes retail stores primarily engaged in selling new clothing, shoes, hats, underwear, and related articles for personal wear and adornment. Furriers and custom tailors carrying stocks of materials are also included in this group.

57 FURNITURE AND HOME FURNISHINGS STORES

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

58 EATING AND DRINKING PLACES

This major group includes retail establishments selling prepared foods and drinks for consumption on the premises, and also lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

59 MISCELLANEOUS RETAIL

This major group includes retail establishments, not elsewhere classified, including drug stores, liquor stores, used merchandise stores, nonstore retailers, fuel and ice dealers, and other miscellaneous retailers.

THE MAJOR OCCUPATIONAL CATEGORIES USED IN THE OCCUPATIONAL EMPLOYMENT STATISTICS SURVEY

OES CODE	DESCRIPTION
10000	MANAGERS AND OFFICERS
	Includes persons concerned with policy making, planning, organizing, staffing, directing and/or who directly supervise the activities of the company or establishment workforce. Includes only managers and officers who are exempt from the minimum wage and overtime provisions of the Fair Labor Standards Act.
20000	PROFESSIONAL OCCUPATIONS
	Includes persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art, education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level.
30000	TECHNICAL OCCUPATIONS
	Includes all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming, or draft design principles, comparable to those acquired through study at institutions with less extensive training than 4-year colleges.
40000	SERVICE WORKERS
	Includes those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or public or private property; occupations concerned with preparing and serving food and beverages; and occupations related to the cleaning of the interior and equipment of buildings, offices, stores, and similar places.
50000	PRODUCTION AND MAINTENANCE WORKERS
	Includes all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving operating, maintenance, construction, repair, material handling, and powerplant operations.

The Major Occupational Categories (Continued)

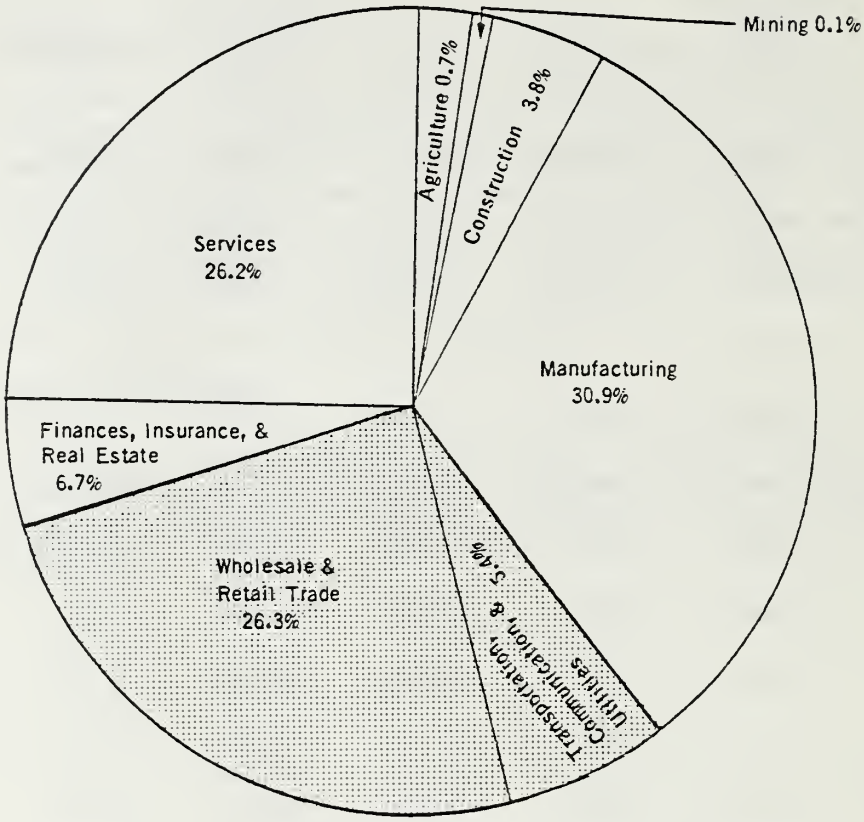
OES CODE	DESCRIPTION
60000	CLERICAL OCCUPATIONS
	Includes office and plant clerical personnel. Office clerical work involves preparing, transcribing, transferring systematizing, and preserving communications and records; collating accounts and distributing information. Plant clerical work involves planning, coordinating, or expediting of production and the flow of work; or the clerical aspects of receiving, storing, issuing, or shipping of materials, merchandise, supplies, or equipment.
70000	SALES OCCUPATIONS
	Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required, such as sales agents, sales clerks, real estate agents, demonstrators, etc.

BALANCE OF NONMANUFACTURING
Employment Trends 1976 - 1979

SIC 1/ CODE	Reference Month	1976 2/	1977 2/	1978 2/	1979 3/	Percent Change 1976 - 1979
41	June	15434	15192	15794	17124	10.9
42	May	25604	26276	27626	28225	10.2
44	April	2218	2321	2654	2149	- 3.1
45	June	7392	7869	8634	9858	33.4
46 4/	June	-	-	-	-	-
47	April	3853	4036	4440	5179	34.4
48	June	35688	35307	35482	36654	2.7
49	April	18734	18288	18492	17996	- 3.9
50	June	59761	61944	64646	69089	15.6
51	June	56623	56422	58829	61116	7.9
52	June	12941	13128	13367	14245	10.1
53	June	54060	54090	56885	56617	4.7
54	June	74911	75649	75780	77242	3.1
55	June	41561	42297	44442	42272	1.7
56	June	28326	29846	30756	32836	15.9
57	June	15110	14509	14766	15455	2.3
58	June	124011	128875	136010	148833	20.0
59	June	57763	58998	61775	63979	10.8
TOTAL		634000	645100	670400	698900	10.2

1/ 1972 Edition SIC Manual
Source ES-202
2/ ES-202 figures are revised where necessary to eliminate the effect of changes due to industry re-coding
3/ Totals are revised and thus may differ slightly from those in the occupational tables
4/ Less than 100 employment

DISTRIBUTION OF EMPLOYMENT SUBJECT TO THE
MASSACHUSETTS EMPLOYMENT SECURITY LAW 1/
JUNE 1979



INDUSTRY	EMPLOYMENT	PERCENT OF TOTAL
Agriculture	16,691	0.7
Mining	933	0.1
Construction	85,512	3.8
Manufacturing	681,403	30.8
Trans., Comm., Utilities	119,286	5.4
Wholesale, Retail Trade	581,684	26.3
Fin., Ins., Real Estate	148,173	6.7
Services	578,513	26.2
TOTAL	2,212,195	100.0

1/ Excludes Government

Survey Coverage

Source: ES 202 State Summary

S I C

41 - 44 - 45 - 47

These Transportation related industries have had an employment growth of more than 18 percent in the last three years. Transportation by Air (SIC 45) had an increase of over 30 percent. Although employment in this industry is less than 0.5 percent of total employment in the State, it is vital to the entire economy. Logan International Airport, now the tenth busiest airport in the nation, handled 500.2 million pounds of air freight and mail in fiscal 1980. Massachusetts with its high technology industries relies heavily on Air Transportation for efficient and reliable transportation of parts and finished products.

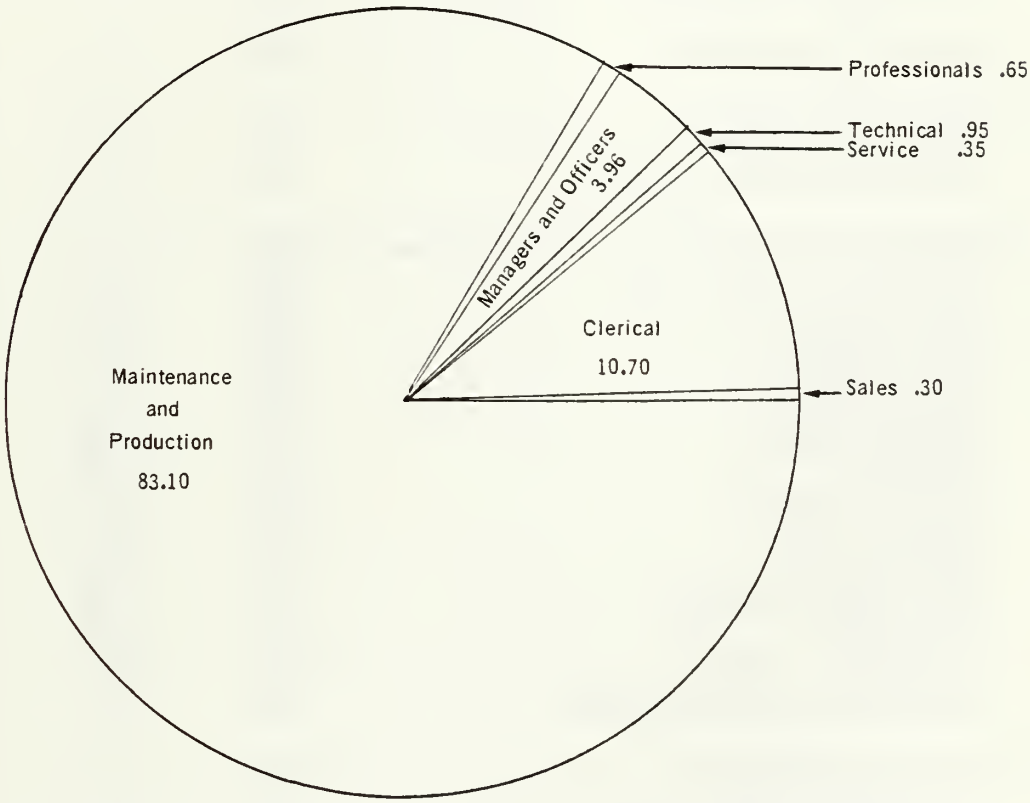
Also vital to the economy is the transportation of passengers. In 1980 more than 15 million passengers used this facility, making it the fastest growing international gateway on the East Coast. More than two million of these passengers were international travelers. The economic effect on employment and dollars spent by these passengers reaches many and varied industries. It should be noted when analyzing the profile of Transportation by Air, that some of the carriers have headquarters in other states and that many employees in Management, Professional and Technical occupations are carried on the payroll of that state. Thus, these three occupational groups only account for 20 percent of employment.

Over eighty-percent of employment in the Local and Interurban Passenger industry (SIC 41), is in the Maintenance and Production Category, while Management accounts for less than 4 percent. In the Transportation Services industry (SIC 47), nearly one out of every three jobs is in the occupation travel agent.

LOCAL AND INTERURBAN PASSENGER TRANSIT (SIC 41)

This major group includes establishment primarily engaged in furnishing local and suburban passenger transportation, such as those providing passenger transportation within a single municipality and its suburban areas by bus, rail, or subway, either separately or in combination.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Local and Interurban Passenger Transit

1.	Bus Driver, School	5,640	3.	Bus Driver	2,600
2.	Taxi Driver	3,150	4.	Managers and Officers	670
			5.	Dispatcher	560

These 5 occupations make up 75% of total industry employment

OCCUPATIONS OF EMPLOYEES
LOCAL AND INTERSUBURBAN PASSENGER TRANSPORTATION (SIC 41)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	670	3.96	N/A
Professional Occupations	110	0.65	N/A
Technical Occupations	160	0.95	N/A
Service Occupations	60	0.35	N/A
Janitors, Porters, and Cleaners .	40	0.24	13
All Other Service Workers . . .	20	0.12	N/A
Maintenance and Production Occupations	14,060	83.10	N/A
Supervisor, Nonworking	100	0.59	14
Mechanic, Auto	550	3.25	5
Body Repairer, Auto	140	0.83	19
Diesel Mechanic	180	1.06	12
Truck Driver	530	3.13	21
Baggage Handler	40	0.24	16
Bus Driver	2,620	15.48	13
Cleaner, Vehicle	210	1.24	9
Helper, Trades	30	0.18	27
Taxi Driver	3,150	18.62	8
Fuel Pump Attendant	90	0.53	12
Chauffeur	290	1.71	16
Bus Driver, School	5,640	33.23	1
Ambulance Driver/Attendant . . .	490	2.90	28
Clerical Occupations	1,810	10.70	N/A
Accounting Clerk	40	0.24	18
Bookkeeper, Hand	60	0.35	16
Cashier	60	0.35	13
General Clerk	440	2.60	9
Information Clerk	70	0.41	12
Payroll/Timekeeping Clerk . . .	90	0.53	12
Secretary	70	0.41	13
Switchboard Operator	170	1.00	11
Switchboard Operator/Receptionist	100	0.59	23
Ticket Agent	60	0.35	27
All Other Office Clerical Workers	10	0.06	N/A
Stock Clerk, Storeroom	10	0.06	19

SIC 41 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Meter Reader, Taxi	30	0.18	18
Dispatcher, Vehicle	560	3.31	8
Dispatcher, Police	40	0.24	28
Sales Occupations	50	0.30	N/A
TOTAL	16,920	100.00	N/A

OCCUPATIONS OF EMPLOYEES
INTERCITY HIGHWAY TRANSPORTATION (SIC 413)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	40	3.60	N/A
Service Occupations	20	1.80	N/A
Maintenance and Production Occupations	920	82.88	N/A
Mechanic, Auto	60	5.41	28
Bus Driver	530	47.75	12
Cleaner, Vehicle	70	6.31	29
All Other Skilled Workers	40	3.60	N/A
All Other Semiskilled Workers . . .	170	15.32	N/A
All Other Unskilled Workers	50	4.50	N/A
Clerical Occupations	130	11.71	N/A
General Clerk	30	2.70	35
Secretary	10	0.90	20
Dispatcher, Vehicle	20	1.80	32
All Other Clerical Workers	70	6.31	N/A
TOTAL	1,110	100.00	N/A

OCCUPATIONS OF EMPLOYEES
SCHOOL BUSES (SIC 415)

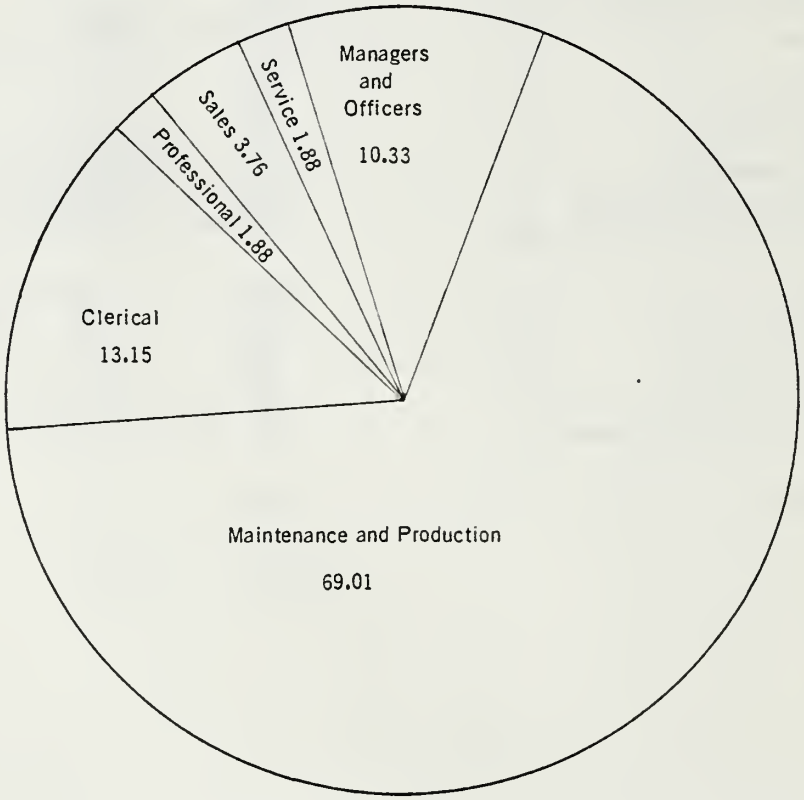
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	190	2.92	N/A
Professional Occupations	30	0.46	N/A
Maintenance and Production Workers . .	6,080	93.39	N/A
Mechanic, Auto	170	2.61	22
Bus Driver	290	4.45	48
Cleaner, Vehicle	50	0.77	47
Fuel Pump Attendant	20	0.31	46
Bus Driver, School	5,390	82.80	3
All Other Skilled Workers	60	0.92	N/A
All Other Semiskilled Workers . . .	100	1.54	N/A
Clerical Occupations	180	2.76	N/A
General Clerk	50	0.77	39
Information Clerk	20	0.31	29
Dispatcher, Vehicle	50	0.77	36
All Other Clerical Workers	60	0.92	N/A
Sales Occupations	30	0.46	N/A
TOTAL	6,510	100.00	N/A

WATER TRANSPORTATION (SIC 44)

This major group includes establishments engaged in freight and passenger transportation on the open sea or inland waters, and establishments furnishing such incidental services as lighterage, towing, and canal operation. This major group also includes excursion boats, sight seeing boats and watertaxis.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Water Transportation

1.	All Other Unskilled Workers	740
2.	Managers and Officers	220
3.	All Other Managers	180
4.	All Other Semiskilled Workers	110
5.	Ordinary Seaman	100

These 5 occupations make up 64% of total industry employment

OCCUPATIONS OF EMPLOYEES
WATER TRANSPORTATION (SIC 44)

Reference Date April 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	220	10.33	N/A
Captain, Water Vessel	40	1.88	4
All Other Managers	180	8.45	N/A
Professional Occupations	40	1.88	N/A
Purchasing Agent/Buyer	10	0.47	16
Accountants/Auditors	30	1.41	13
Service Occupations	40	1.88	N/A
Food Service Workers	30	1.41	1
All Other Service Workers	10	0.47	N/A
Maintenance and Production Occupations	1,470	69.01	N/A
Supervisor, Nonworking	20	0.94	22
Marine Mechanic	90	4.23	10
Carpenter	70	3.29	11
Crane, Derrick, Hoist Operator . .	30	1.41	18
Rigger	30	1.41	30
Industrial Truck Operator	60	2.82	17
Marine, Service Station Attendant	40	1.88	15
Painter, Maintenance	60	2.82	16
Boat Patcher	40	1.88	17
Able Seaman	10	0.47	1
Ordinary Seaman	100	4.69	1
Motor Boat Operator	20	0.94	12
All Other Skilled Workers	50	2.35	N/A
All Other Semiskilled Workers . .	110	5.16	N/A
All Other Unskilled Workers . . .	740	34.74	N/A
Clerical Occupations	280	13.15	N/A
Clerical Supervisor	40	1.88	18
Bookkeeper, Hand	10	0.47	19
General Clerk	30	1.41	13
Receptionist	10	0.47	21
Secretary	50	2.35	12
All Other Office Clerical Workers	90	3.76	N/A
Production Clerk	10	0.47	17
Shipping Packer	20	0.94	26
Shipping/Receiving Clerk	10	0.47	23
All Other Plant Clerical Workers	10	0.47	N/A

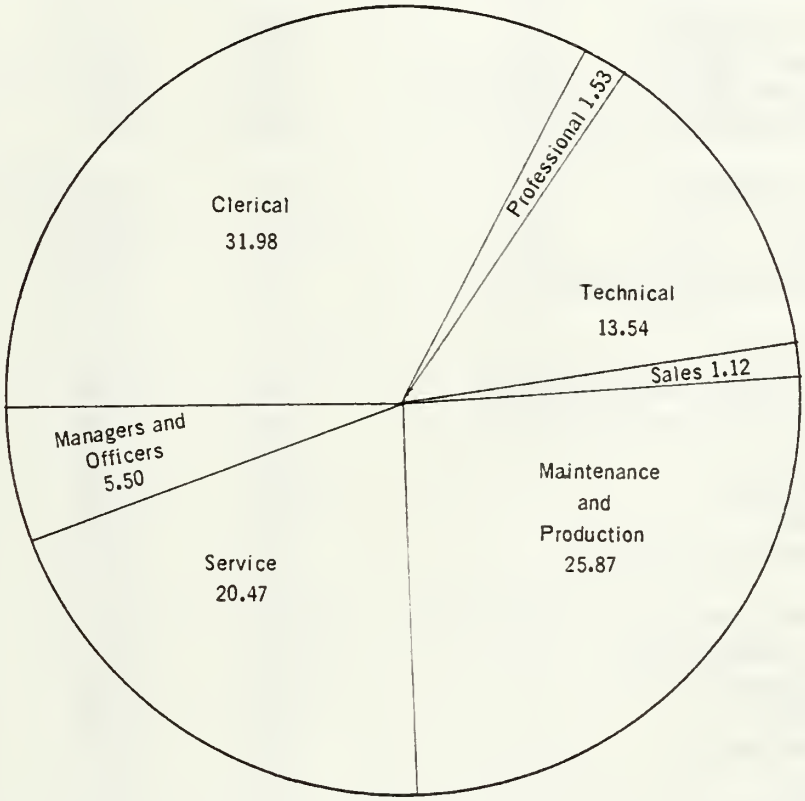
SIC 44 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Sales Occupations	80	3.76	N/A
Sales Representatives	70	3.29	7
Sales Clerks	10	0.47	33
TOTAL	2,130	100.00	N/A

TRANSPORTATION BY AIR (SIC 45)

This major group includes establishments engaged in furnishing domestic and foreign transportation by air and also those operating airports and flying fields and furnishing terminal services.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Transportation by Air

1.	Flight Attendants	1,650	6.	Line-Service Attendant	780
2.	Airplane Pilot	1,310	7.	Managers and Officers	540
3.	Reservation Agent	1,160	8.	Transportation Agent	230
4.	Mechanic, Aircraft	1,010	9.	All Other Semiskilled Workers	200
5.	Ticket Agent	920	10.	Supervisor, Nonworking	170

These 10 occupations make up 82% of total industry employment

OCCUPATIONS OF EMPLOYEES
TRANSPORTATION BY AIR (SIC 45)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	540	5.50	8
Professional Occupations	150	1.53	N/A
Teacher, Vocational	90	0.92	10
Personnel/Labor Relations Specialist	10	0.10	18
All Other Professional Workers . .	50	0.51	N/A
Technical Occupations	1,330	13.54	N/A
Airplane Pilot	1,310	13.34	9
Radio Operator	10	0.10	8
All Other Technical Workers . . .	10	0.10	N/A
Service Occupations	2,010	20.47	N/A
Supervisor, Non-working Service .	60	0.61	20
Janitors, Porters, and Cleaners .	100	1.02	16
Food Service	110	1.12	31
Flight Attendants	1,650	16.80	11
Baggage Porter	70	0.71	13
All Other Service Workers	20	0.20	N/A
Maintenance and Production Occupations	2,540	25.87	N/A
Supervisor, Nonworking	170	1.73	15
Mechanic, Aircraft	1,010	10.29	16
Mechanic, Auto	80	0.81	14
All Other Mechanics	10	0.10	N/A
Truck Driver	40	0.41	10
Baggage Handler	20	0.20	16
Cleaner, Vehicle	110	1.12	19
Maintenance Repairer, General Utl.	50	0.51	20
Helper, Trades	20	0.20	31
Line-Service Attendant	780	7.94	11
All Other Skilled Workers	10	0.10	N/A
All Other Semiskilled Workers . .	200	2.04	N/A
All Other Unskilled Workers . . .	40	0.41	N/A
Clerical Occupations	3,140	31.98	N/A
Clerical Supervisor	90	0.92	30
Stenographer	20	0.20	28
Accounting Clerk	60	0.61	23
Reservation Agent	1,160	11.81	11
Adjustment Clerk	110	1.12	38
General Clerk	40	0.41	11
Payroll/Timekeeping Clerk	10	0.10	9

SIC 45 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Secretary	170	1.73	10
Ticket Agent	920	9.37	16
Typist	30	0.31	17
All Other Office Clerical Workers	70	0.71	N/A
Shipping/Receiving Clerk . . .	10	0.10	31
Stock Clerk	100	1.02	15
Dispatcher, Airplane	70	0.71	15
Crew Scheduler	40	0.41	13
Transportation Agent	230	2.34	15
All Other Plant Clerical Workers	10	0.10	N/A
Sales Occupations	110	1.12	N/A
Sales Representatives	100	1.02	9
Sales Clerk	10	0.10	15
TOTAL	9,820	100.00	N/A

OCCUPATIONS OF EMPLOYEES
CERTIFIED AIR TRANSPORTATION (SIC 451)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	430	4.99	N/A
Professional Occupations	60	0.70	N/A
Technical Occupations	1,280	14.87	N/A
Airplane Pilot	1,270	14.75	31
All Other Technical Workers	10	0.12	N/A
Service Occupations	1,900	22.07	N/A
Flight Attendants	1,650	19.16	36
Baggage Porter	70	0.81	42
All Other Service Workers	180	2.09	N/A
Maintenance and Production Occupations	1,950	22.65	N/A
Clerical Occupations	2,930	34.03	N/A
Reservation Agent	1,160	13.47	36
Secretary	130	1.51	41
All Other Office Clerical Workers . .	1,240	14.40	N/A
Crew Scheduler	40	0.46	41
All Other Plant Clerical Workers . .	360	4.18	N/A
Sales Occupations	60	0.70	N/A
TOTAL	8,610	100.00	N/A

OCCUPATIONS OF EMPLOYEES
AIR TRANSPORTATION SERVICES (SIC 458)

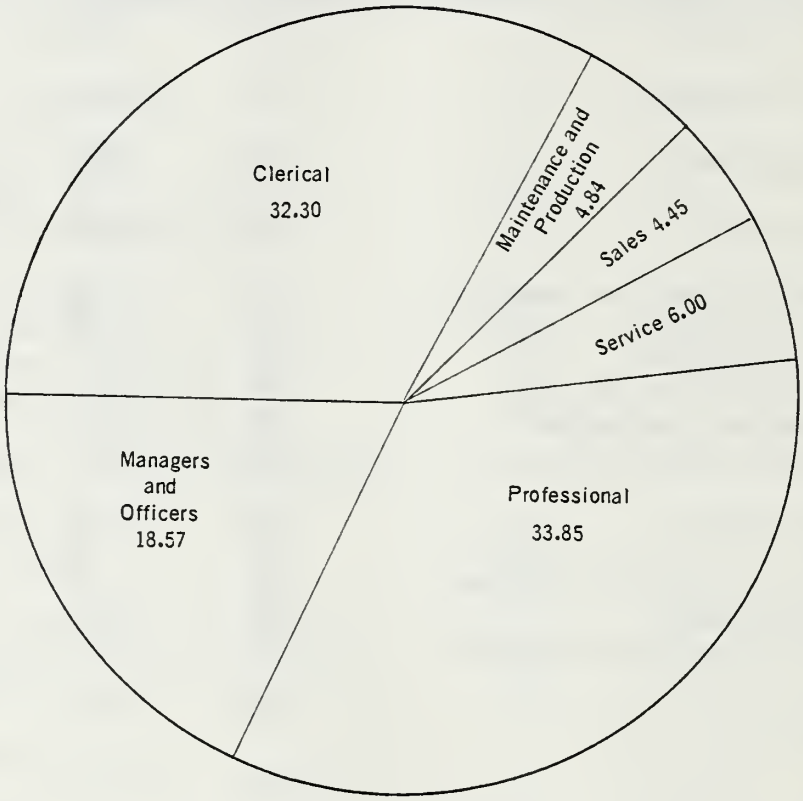
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	80	7.92	N/A
Professional Occupations	70	6.93	N/A
Technical Occupations	40	3.96	N/A
Service Occupations	120	11.88	N/A
Maintenance and Production Occupations	480	47.52	N/A
Mechanic, Aircraft	100	9.90	29
Line-Service Attendant	230	22.77	23
All Other Skilled Workers	40	3.96	N/A
All Other Semiskilled Workers . . .	30	2.97	N/A
All Other Unskilled Workers	80	7.92	N/A
Clerical Occupations	180	17.82	N/A
Secretary	40	3.96	31
All Other Office Clerical Workers .	80	7.92	N/A
Transportation Agent	30	2.97	24
All Other Plant Clerical Workers . .	30	2.97	N/A
Sales Occupations	40	3.96	N/A
TOTAL	1,010	100.00	N/A

TRANSPORTATION SERVICES (SIC 47)

This major group includes establishments furnishing services incidental to transportation, such as forwarding and packing services, and the arrangement of passenger and freight transportation.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Transportation Services

1.	Travel Agent	1,650	6.	Accounting Clerk	160
2.	Managers and Officers	960	7.	All Other Service Wkrs.	140
3.	General Clerk	670	8.	All Other Sales Wkrs.	130
4.	Bookkeeper, Hand	200	9.	Secretary	120
5.	Guide, Travel	170	10.	Typist	110

These 10 occupations make up 83% of total industry employment

OCCUPATIONS OF EMPLOYEES
TRANSPORTATION SERVICES (SIC 47)

Reference Date April 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	960	18.57	N/A
Professional Occupations	1,750	33.85	N/A
Accountants/Auditors	50	0.97	17
Travel Agent	1,650	31.91	6
All Other Professional Workers . .	50	0.97	N/A
Service Occupations	310	6.00	N/A
Guide, Travel	170	3.29	20
All Other Service Workers	140	2.71	N/A
Maintenance and Production Occupations	250	4.84	N/A
Supervisor, Nonworking	10	0.19	16
Truck Driver	70	1.35	15
Delivery and Route Workers . . .	70	1.35	17
Industrial Truck Operator	30	0.58	10
All Other Skilled Workers	30	0.58	N/A
All Other Unskilled Workers . . .	40	0.77	N/A
Clerical Occupations	1,670	32.30	N/A
Clerical Supervisor	50	0.97	23
Bookkeeping/Billing Machine Operator	10	0.19	25
Computer Operator	20	0.39	16
All Other Office Machine Operators	20	0.39	N/A
Accounting Clerk	160	3.09	22
Bookkeeper, Hand	200	3.87	7
File Clerk	20	0.39	14
General Clerk	670	12.96	11
Receptionist	50	0.97	10
Secretary	120	2.32	8
Switchboard Operator/Receptionist	30	0.58	14
Messenger	40	0.77	8
Typist	110	2.13	11
All Other Office Clerical Workers.	50	0.97	N/A
Shipping Packer	30	0.58	14
Shipping/Receiving Clerk	10	0.19	11
Stock Clerk	40	0.77	22
Dispatcher, Vehicle	10	0.19	9
All Other Plant Clerical Workers .	30	0.58	N/A
Sales Occupations	230	4.45	N/A
Traffic Agent	100	1.93	16
All Other Sales Workers	130	2.51	N/A
TOTAL	5,170	100.00	N/A

S I C

481

Telephone Communication

This industry includes establishments primarily engaged in furnishing telephone communication service. This industry includes domestic, international, marine, mobile, and aeronautical services.

While employment in the Telephone Communications industry has remained nearly stagnant over the last three years, this should be considered significant when you take into account that the introduction of highly sophisticated electronic equipment, has automated so many services.

Most significant regarding employment in this industry is its stratification over the State. More than 150 communities have employment, with fifty having employment of over 100, and twenty-five having employment of over 250.

The increased competition in the industry would appear to be intensfying, resulting in the opening of more retail outlets.

The profile of employment shows that clerical occupations predominate, but followed closely by maintenance and production occupations. Somewhat surprising is that professional and technical occupations each account for less than one percent of total employment.

OCCUPATIONS OF EMPLOYEES
TELEPHONE COMMUNICATION (SIC 481)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	3,840	12.36	N/A
Professional Occupations	250	0.80	N/A
Systems Analyst	160	0.52	1
Writers/Editors	20	0.06	0
Personnel/Labor Relations Specialist	40	0.13	0
All Other Professional Workers . .	30	0.10	N/A
Technical Occupations	220	0.71	N/A
Computer Programmer	150	0.48	1
All Other Technicians	70	0.23	N/A
Service Occupations	360	1.16	N/A
Janitors, Porters, and Cleaners . .	310	1.00	1
Food Service Workers	20	0.06	0
All Other Service Workers	30	0.10	N/A
Maintenance and Production Occupations	12,700	40.89	N/A
Supervisor, Nonworking	5,090	16.39	0
Mechanic, Auto	170	0.55	1
Cable Splicer	760	2.45	1
Central Office Repairer	1,320	4.25	1
Inspector	80	0.26	1
Installer Repairer	920	2.96	4
Line Installer - Repairer	260	0.84	1
Station Installer	3,000	9.66	1
Stationary Engineer	140	0.45	1
Trouble Locator, Test Desk	950	3.06	1
All Other Skilled Workers	10	0.03	N/A
Clerical Occupations	13,520	43.53	N/A
Accounting Clerk	970	3.12	1
Collector	40	0.13	0
General Clerk	2,850	9.18	1
Private Branch Service Advisor . .	30	0.10	0
Secretary	270	0.87	4
Service Observer	150	0.48	1
Switchboard Operator	60	0.19	1
Typist	30	0.10	0
Central Office Operator	3,920	12.62	0

SIC 481 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Customer Service Representative . .	1,400	4.51	1
All Other Office Clerical Workers .	2,220	7.15	N/A
Production Clerk/Coordinator . . .	930	2.99	1
Stock Clerk	340	1.09	1
All Other Plant Clerical Workers .	310	1.00	N/A
Sales Occupations	170	0.55	N/A
Sales Representatives	160	0.52	1
Sales Clerks	10	0.03	1
TOTAL	31,060	100.00	N/A

S I C

49

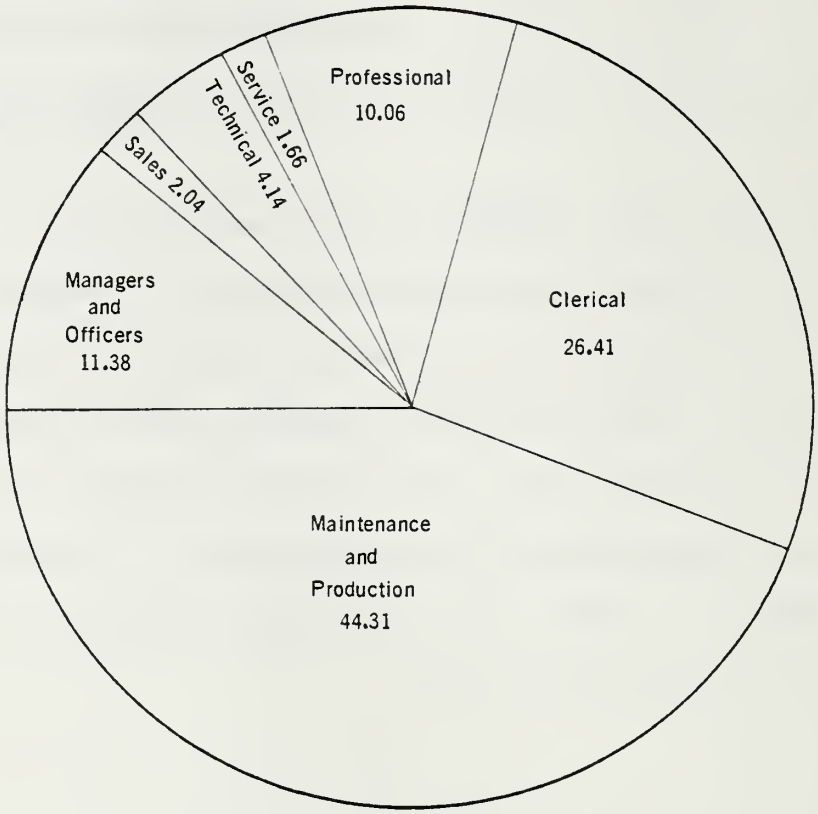
Employment in the Electric, Gas and Sanitary industry declined by nearly 4 percent between 1976 and 1979. This decline is at least partially accounted for by one company consolidating several establishments and by another closing its retail outlets.

An indication of the complexity of this industry group is the ninety-seven different publishable occupations. Maintenance and Production occupations represent nearly 45 percent of total employment, with Line-Installer Repairer being the single largest occupation in the group with 1240. There was one non-working supervisor for every 19 maintenance and production workers. Managers and Officers with employment of 2060 is the third largest occupational group (one manager for every nine employees).

ELECTRIC, GAS, AND SANITARY SERVICES (SIC 49)

This major group includes establishments engaged in the generation, transmission and/or distribution of electricity or gas or steam. Water and irregation systems, and sanitary systems engaged in the collection and disposal of garbage, sewage, and other wastes are also included.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Electric, Gas, & Sanitary Service

1.	Managers and Officers	2,060
2.	Line-Installer Repairer	1,240
3.	General Clerk	1,010
4.	Meter Reader, Utilities	590
5.	Customer Service Representative	540
6.	All Other Semiskilled Workers	500
7.	All Other Mechanics and Repairers	450
8.	Truck Driver	440
9.	Supervisor, Nonworking	430
10.	All Other Unskilled Workers	390

These 10 occupations make up 42% of total industry employment

OCCUPATIONS OF EMPLOYEES
ELECTRIC, GAS, AND SANITARY SERVICES (SIC 49)

Reference Date April 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	2,060	11.38	N/A
Professional Occupations	1,820	10.06	N/A
Chemical Engineer	10	0.06	22
Civil Engineer	90	0.50	13
Electrical Engineer	370	2.04	12
Industrial Engineer	60	0.33	18
Mechanical Engineer	140	0.77	11
Nuclear Engineer	70	0.39	33
All Other Engineers	280	1.55	N/A
Natural and Mathematics Scientist	20	0.11	14
Systems Analyst, E.D.P.	90	0.50	17
Purchasing Agent/Buyer	60	0.33	10
Accountants/Auditors	230	1.27	10
Lawyer	10	0.06	17
Personnel/Labor Relations Specialist	70	0.39	7
Right-of-Way Agent	20	0.11	16
All Other Professional Workers .	300	1.66	N/A
Technical Occupations	750	4.14	N/A
Computer Programmers	30	0.17	15
Drafter	140	0.77	6
Electrical/Electronic Technician	200	1.10	7
Surveyor	20	0.11	24
Estimator and Drafter, Utilities	110	0.61	11
All Other Engineering Technicians	70	0.39	10
All Other Technicians	180	0.99	N/A
Service Occupations	300	1.66	N/A
Supervisor, Nonworking Service .	70	0.39	10
Janitors, Porters, and Cleaners .	200	1.10	11
Guards and Doorkeepers	30	0.17	20
Maintenance and Production Occupations	8,020	44.31	N/A
Supervisor, Nonworking	430	2.38	16
Mechanic, Auto	280	1.55	6
Diesel Mechanic	30	0.17	14
Electric-Meter Installer	140	0.77	14
Mechanic, Maintenance	50	0.28	13
Household-Appliance Repairer . .	310	1.71	12
All Other Mechanics & Repairers .	450	2.49	N/A

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Truck Driver	440	2.43	5
Cable Splicer	350	1.93	10
Control Room Operator	380	2.10	17
Corrosion Control Fitter	30	0.17	7
Crane, Derrick, and Hoist Operator	30	0.17	27
Electrician	300	1.66	7
Auxiliary Equipment Operator	140	0.77	27
Dispatcher, Gas	70	0.39	12
Gas-Pumping-Station Operator	30	0.17	12
Ground Worker, Utilities	80	0.44	10
Heavy Equipment Operator	190	1.05	7
Inspector	40	0.22	20
Instrument Repairer	130	0.72	15
Line-Installer Repairer	1,240	6.85	9
Machinist	30	0.17	21
Maintenance Repair, General Utility	320	1.77	17
Helper, Trades	140	0.77	7
Painter, Maintenance	30	0.17	12
Pipelayer	140	0.77	22
Plumber/Pipefitter	140	0.77	5
Power Reactor Operator	30	0.17	21
Refuse Collector	260	1.44	8
Stationary Boiler Firer	50	0.28	13
Stationary Engineer	50	0.28	29
Street-Light Repairer	60	0.33	16
Substation Operator	260	1.44	16
Switchboard Operator	30	0.17	18
Trouble Shooter	150	0.83	9
Water Treatment Plant Operator	10	0.06	8
Pump Station Operator	10	0.06	2
Welders and Flame Cutters	50	0.28	10
Dispatcher, Load	50	0.28	11
Tree Trimer	10	0.06	2
All Other Skilled Workers	170	0.94	N/A
All Other Semiskilled Workers	500	2.76	N/A
All Other Unskilled Workers	390	2.15	N/A
Clerical Occupations	4,780	26.41	N/A
Clerical Supervisor	150	0.83	6
Bookkeeping/Billing Machine Operators	40	0.22	12
Computer Operator	40	0.22	11
Keypunch Operator	100	0.55	15
All Other Office Machine Operators	70	0.39	N/A
Stenographer	50	0.28	16
Accounting Clerk	200	1.10	4

SIC 49 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Bookkeeper, Hand	60	0.33	9
Cashier	40	0.22	20
Collector	220	1.22	7
File Clerk	190	1.05	16
General Clerk	1,010	5.58	9
Order Clerk	20	0.11	8
Payroll/Timekeeping Clerk . . .	40	0.22	6
Personnel Clerk	40	0.22	9
Receptionist	20	0.11	14
Secretary	350	1.93	6
Switchboard Operator	30	0.17	14
Switchboard Operator/Receptionist	10	0.06	15
Typist	150	0.83	9
Customer Service Representative .	540	2.98	7
All Other Office Clerical Workers	370	2.04	10
Meter Reader, Utilities	590	3.26	5
Shipping/Receiving Clerk	20	0.11	9
Stock Clerk, Storeroom	190	1.05	13
Dispatcher, Vehicle	200	1.10	7
All Other Plant Clerical Workers	40	0.22	5
Sales Occupations	370	2.04	N/A
Sales Representatives	340	1.88	5
Sales Clerks	30	0.17	9
TOTAL	18,100	100.00	N/A

OCCUPATIONS OF EMPLOYEES
GAS PRODUCTION AND DISTRIBUTION (SIC 492)

Reference Date April 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	540	11.74	N/A
Professional Occupations	370	8.04	N/A
Systems Analyst, EDP	20	0.43	15
Purchasing Agent/Buyer	30	0.65	49
Accountants/Auditors	100	2.17	49
Personnel/Labor Relations Specialist	30	0.65	13
All Other Engineers	110	2.39	N/A
All Other Professional Workers	80	1.74	N/A
Technical Occupations	150	3.26	N/A
Drafter	60	1.30	24
Estimator and Drafter, Utilities	10	0.22	5
All Other Engineering Technicians	30	0.65	N/A
All Other Technicians	50	1.09	N/A
Service Occupations	70	1.52	N/A
Supervisor, Nonworking Service	50	1.09	41
Janitors, Porters, and Cleaners	20	0.43	32
Maintenance and Production Occupations	1,770	38.48	N/A
Supervisor, Nonworking	90	1.96	29
Mechanic, Auto	60	1.30	6
All Other Mechanics and Repairers	310	6.74	N/A
Corrosion Control Fitter	20	0.43	32
Dispatcher, Gas	60	1.30	43
Gas-pumping Station Operator	30	0.65	38
Heavy Equipment Operator	140	3.04	26
Instrument Repairer	80	1.74	32
Helper, Trades	60	1.30	37
Plumber/Pipefitter	120	2.61	16
Pump Station Operator	10	0.22	6
Welders/Flame Cutters	40	0.87	35
All Other Skilled Workers	210	4.57	N/A
All Other Semiskilled Workers	380	8.26	N/A
All Other Unskilled Workers	160	3.48	N/A
Clerical Occupations	1,510	32.83	N/A
Clerical Supervisor	70	1.52	35
Computer Operator	20	0.43	32
Keypunch Operator	30	0.65	31
Stenographer	20	0.43	13

SIC 492 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Accounting Clerk	130	2.83	9
Collector	100	2.17	37
General Clerk	140	3.04	16
Order Clerk	10	0.22	41
Payroll/Timekeeping Clerk	10	0.22	28
Secretary	150	3.26	35
Typist	80	1.74	23
Customer Service Representative . .	240	5.22	16
All Other Office Clerical Workers .	110	2.39	N/A
Meter Reader, Utilities	190	4.13	23
Stockclerk	70	1.52	10
Dispatcher, Vehicle	110	2.39	27
All Other Plant Clerical Workers .	30	0.65	22
Sales Occupations	190	4.13	N/A
Sales Representatives	160	3.48	24
Sales Clerks	30	0.65	28
TOTAL	4,600	100.00	N/A

OCCUPATIONS OF EMPLOYEES
COMBINATION GAS AND ELECTRIC COMPANIES (SIC 493)

Reference Date April 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	180	12.95	N/A
Professional Occupations	60	4.32	N/A
Electrical/Electronic Engineer .	10	0.72	8
Mechanical Engineer	20	1.44	6
All Other Professional Workers . .	30	2.16	N/A
Technical Occupations	80	5.76	N/A
Electrical/Electronic Technician .	70	5.04	5
All Other Technicians	10	0.72	N/A
Service Occupations	30	2.16	N/A
Maintenance and Production Occupations	430	30.94	N/A
Supervisor, Nonworking	50	3.60	2
House Appliance Repairer	10	0.72	50
All Other Mechanics and Repairers	20	1.44	N/A
Cable Splicer	20	1.44	0
Control Room Operator	20	1.44	6
Electrician	50	3.60	4
Ground Worker, Utilities	20	1.44	6
Line Installer-Repairer	90	6.47	3
Sub Station Operator	10	0.72	6
Trouble Shooter, Power Line . . .	10	0.72	5
Turbine Operator	10	0.72	5
Dispatcher, Load	20	1.44	6
Tree Trimmer	10	0.72	6
All Other Skilled Workers	60	4.32	N/A
All Other Semiskilled Workers . .	20	1.44	N/A
All Other Unskilled Workers . . .	10	0.72	N/A
Clerical Occupations	560	40.29	N/A
Cashier	10	0.72	5
Collector	20	1.44	3
File Clerk	10	0.72	6
General Clerk	200	14.39	6
Secretary	20	1.44	2
Typist	40	2.88	6
Customer Service Representative .	70	5.04	2

SIC 493 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
All Other Office Clerical Workers .	70	5.04	N/A
Meter Reader, Utilities	60	4.32	1
Shipping/Receiving Clerk	10	0.72	6
Stock Clerk	20	1.44	3
Dispatcher, Vehicle	20	1.44	6
All Other Plant Clerical Workers .	10	0.72	N/A
Sales Occupations	50	3.60	N/A
TOTAL	1,390	100.00	N/A

S I C

50 - 51

Wholesale Trade had an increase in employment of nearly 14,000 in the period from 1976 to 1979. The durable goods increase was 15.6 percent and nondurables 7.9 percent.

In the Durable goods sector, the Distribution of Machinery, Equipment and Supplies (SIC 508) maintained its position with the most employment (25,851).

In Nondurable goods all industries shared the increase in employment except Farm-Products Raw Materials (SIC 515). Firms distributing Groceries and related products (SIC 514) continued to have the most employment (20,973).

The Clerical category, which accounts for nearly one third of employment, is dominated by office personnel and shipping and receiving related occupations.

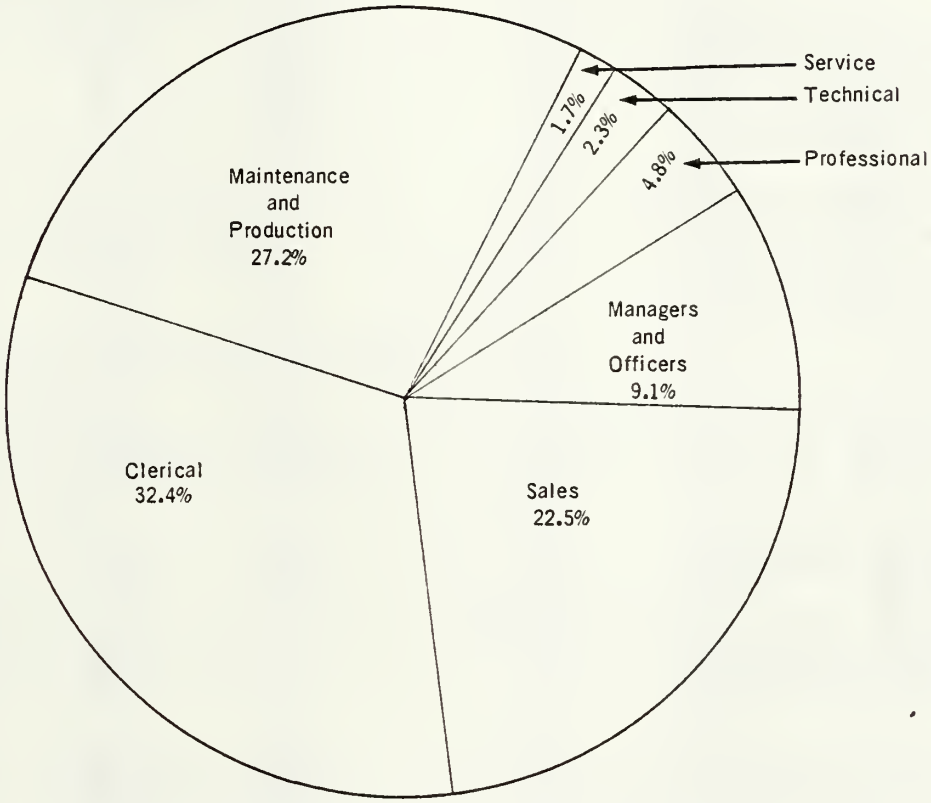
Truck Drivers, delivery workers and order fillers make up the majority of employment in the Maintenance and Production category.

In the Professional category Buyers outnumbered all other occupations including accountants and auditors.

WHOLESALE TRADE (SIC 50 & 51)

These major groups include establishments primarily engaged in the Wholesale distribution of durable and nondurable goods.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in Wholesale Trade

1.	Sales Representative, Non-Technical	13,820
2.	Sales Representative, Technical	12,410
3.	General Clerk	8,370
4.	Order Filler	6,140
5.	Delivery and Route Worker	5,650
6.	Wholesaler	5,260
7.	Truck Driver	6,060
8.	Stock Clerk-Storeroom	4,920
9.	Shipping Packer	4,220
10.	Secretary	4,070

These 10 occupations make up 55 percent of total industry employment.

OCCUPATIONS OF EMPLOYEES
WHOLESALE TRADE (SIC 50 & 51)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	11,850	9.12	N/A
Manager, Merchandise	2,800	2.15	5
Wholesaler	5,260	4.05	5
All Other Managers	3,790	2.92	13
Professional Occupations	6,240	4.80	N/A
Chemical Engineer	70	0.05	24
Mechanical Engineer	600	0.46	20
All Other Engineers	720	0.55	N/A
Chemist	20	0.02	28
Buyer	1,980	1.52	6
Accountants and Auditors	1,550	1.19	5
Designer	40	0.03	29
All Other Professional Workers	1,260	0.97	N/A
Technical Occupations	3,010	2.32	N/A
Computer Programmer	590	0.45	21
Drafter	50	0.04	35
All Other Engineering Technicians	2,210	1.70	N/A
Science Technician	50	0.04	20
All Other Technicians	110	0.08	N/A
Service Occupations	2.180	1.68	N/A
Janitors, Porters, and Cleaners	760	0.58	8
All Other Service Workers	1,420	1.09	N/A
Mantenance and Production Occupations	35,310	27.17	N/A
Supervisor, Nonworking	1,950	1.50	7
Mechanic, Auto	680	0.52	17
Body Repairer, Auto	50	0.04	27
Diesel Mechanic	440	0.34	12
Engineering Equipment Mechanic	790	0.61	33
Office Machine Servicer	2,220	1.71	20
All Other Mechanics and Repairers	580	0.45	N/A
Truck Driver	5,060	3.89	5
Carpenter	40	0.03	28
Delivery and Route Workers	5,650	4.35	7
Merchandise Displayer	20	0.02	13
Electrician	10	0.01	27
Industrial Truck Operator	880	0.68	11
Maintenance Repairer, General Utlity	1,160	0.89	9
Oil Burner Installer/Repairer	60	0.05	18
Order Filler	6,140	4.72	8
Plumber/Pipefitter	20	0.02	26
Sheet Metal Worker	30	0.02	24

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Alteration Tailor	30	0.02	32
Welders and Flamecutters	30	0.02	14
Fuel Pump Attendant	760	0.58	18
Furniture Finisher	20	0.02	30
Baker	110	0.08	26
Cake Decorator	140	0.11	26
Conveyor Operator/Tender	380	0.29	35
All Other Skilled Workers	1,400	1.08	N/A
All Other Semiskilled Workers	2,900	2.23	N/A
All Other Unskilled Workers	3,760	2.89	N/A
Clerical Occupations	42,160	32.44	N/A
Bookkeeping/Billing Machine Operator	1,320	1.02	5
Computer Operator	150	0.12	18
Keypunch Operators	1,130	0.87	7
All Other Office Machine Operators	20	0.02	N/A
Accounting Clerk	2,350	1.81	5
Bookkeeper, Hand	2,890	2.22	4
Cashier	980	0.75	11
General Clerk	8,370	6.44	5
Order Clerk	4,020	3.09	7
Payroll/Timekeeping Clerk	20	0.02	19
Receptionist	250	0.19	8
Secretary	4,070	3.13	4
Switchboard Operation	250	0.19	17
Switchboard Operator/Receptionist	960	0.74	8
Typist	1,600	1.23	8
All Other Office Clerical Workers	610	0.47	N/A
Shipping Packer	4,220	3.25	6
Shipping Receiving Clerk	3,550	2.73	6
Weigher, Record-Keeping	210	0.16	9
Stock Clerk, Storeroom	4,920	3.79	5
Marking Clerk	170	0.13	25
All Other Plant Clerical Workers	100	0.08	N/A
Sales Occupations	29,230	22.49	N/A
Sales Representative, Technical	12,410	9.55	5
Sales Representative, Non-Technical	13,820	10.63	3
Sales Clerks	2,980	2.29	6
All Other Sales Workers	20	0.02	N/A
TOTAL	129,980	100.00	N/A

OCCUPATIONS OF EMPLOYEES
MOTOR VEHICLES AND AUTO EQUIPMENT (SIC 501)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	970	10.79	N/A
Manager, Merchandise	250	2.78	30
Wholesaler	460	5.12	17
All Other Managers	260	2.89	36
Professional Occupations	290	3.23	N/A
Buyer	150	1.67	25
Accountants/Auditors	100	1.11	30
All Other Professional Workers	40	0.44	N/A
Technical Occupations	40	0.44	N/A
Service Occupations	30	0.33	N/A
Maintenance and Production Occupations	2,460	27.36	N/A
Supervisor, Nonworking	110	1.22	26
Mechanic, Auto	270	3.00	44
All Other Mechanics	270	3.00	N/A
Truck Driver	250	2.78	27
Delivery and Route Workers	470	5.23	23
Industrial Truck Operator	50	0.56	49
Machinist	70	0.78	44
Maintenance Repairer, General Utility	80	0.89	40
Order Filler	440	4.89	33
Fuel Pump Attendant	70	0.78	0
All Other Skilled Workers	20	0.22	N/A
All Other Semiskilled Workers	230	2.56	N/A
All Other Unskilled Workers	130	1.45	N/A
Clerical Occupations	2,470	27.47	N/A
Bookkeeping/Billing Machine Operator	130	1.45	29
Keypunch Operator	50	0.56	29
Accounting Clerk	160	1.78	27
Bookkeeper, Hand	310	3.45	19
General Clerk	320	3.56	21
Order Clerk	130	1.45	32
Secretary	150	1.67	33
Switchboard Operator/Receptionist	30	0.33	37
All Other Office Clerical Workers	150	1.67	N/A
Shipping Packer	240	2.67	44
Shipping/Receiving Clerk	260	2.89	36
Stock Clerk	530	5.90	19
All Other Plant Clerical Workers	10	0.11	N/A

SIC 501 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Sales Occupations	2,730	30.37	N/A
Sales Representative, Technical .	450	5.01	29
Sales Representative, Non-Technical	1,390	15.46	18
Sales Clerk	880	9.79	23
All Other Sales Workers	10	0.11	N/A
TOTAL	8,990	100.00	N/A

OCCUPATIONS OF EMPLOYEES
LUMBER AND CONSTRUCTION MATERIALS (SIC 503)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	490	11.48	N/A
Manager, Merchandise	150	3.51	17
Wholesaler	260	6.09	25
All Other Managers	80	1.87	N/A
Professional Occupations	200	4.68	N/A
Accountants/Auditors	110	2.58	32
All Other Professional Workers	90	2.11	N/A
Technical Occupations	10	0.23	N/A
Service Occupations	10	0.23	N/A
Maintenance and Production Occupations	1,250	29.27	N/A
Truck Driver	470	11.01	21
Industrial Truck Operator	100	2.34	34
All Other Skilled Workers	340	7.96	N/A
All Other Semiskilled Workers	220	5.15	N/A
All Other Unskilled Workers	120	2.81	N/A
Clerical Occupations	1,560	36.53	N/A
Accounting Clerk	160	3.75	29
Bookkeeper, Hand	120	2.81	23
General Clerk	240	5.62	19
Secretary	60	1.41	33
All Other Office Clerical Workers	280	6.56	N/A
Shipping/Receiving Clerk	130	3.04	26
Stock Clerk	460	10.77	31
All Other Plant Clerical Workers	110	2.58	N/A
Sales Occupations	760	17.80	N/A
Sales Representative, Technical	220	5.15	34
Sales Representative, Non-Technical	440	10.30	16
All Other Sales Workers	100	2.58	N/A
TOTAL	4,270	100.00	N/A

OCCUPATIONS OF EMPLOYEES
HARDWARE AND PLUMBING GOODS (SIC 507)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	660	10.77	N/A
Managers, Merchandise	220	3.59	21
Wholesaler	360	5.87	14
All Other Managers	80	1.31	N/A
Professional Occupations	370	6.04	N/A
Buyer	120	1.96	24
Accountants/Auditors	140	2.28	19
All Other Professional Workers	110	1.79	N/A
Technical Occupations	110	1.79	N/A
Service Occupations	30	0.49	N/A
Maintenance and Production Occupations	1,160	18.92	N/A
Supervisor, Nonworking	90	1.47	25
Truck Driver	310	5.06	20
Order Filler	280	4.57	19
All Other Skilled Workers	320	5.22	N/A
All Other Semiskilled Workers	150	2.45	N/A
All Other Unskilled Workers	10	0.16	N/A
Clerical Occupations	2,200	35.89	N/A
Bookkeeping/Billing Machine Operator	100	1.63	32
Keypunch Operator	80	1.31	27
Accounting Clerk	90	1.47	30
Bookkeeper, Hand	220	3.59	19
Cashier	40	0.65	28
General Clerk	400	6.53	24
Order Clerk	170	2.77	34
Secretary	200	3.26	21
Switchboard Operator/Receptionist	30	0.49	24
All Other Office Clerical Workers	60	0.98	N/A
Shipping Packer	180	2.94	33
Shipping/Receiving Clerk	110	1.79	25
Stock Clerk	520	8.48	19
Sales Occupations	1,600	26.10	N/A
Sales Representative, Technical	570	9.30	25
Sales Representative, Non-Technical	690	11.26	15
Sales Clerk	340	5.55	28
TOTAL	6,130	100.00	N/A

RETAIL TRADE

SIC 52 - 59

In 1979 the trade sector of the Massachusetts economy accounted for 26 percent of total covered employment. Retail Trade represented nearly 80 percent of the 581,700 employed in this sector, and accounted for more than 20 percent of total covered employment.

Since 1976 Retail Trade employment has grown more than 10 percent, with all major industry groups sharing in this growth. SIC 58, Eating and Drinking establishments, had the greatest growth, with an increase of nearly 25,000 (20 percent). Apparel and Accessory establishments (SIC 56) recorded a 16 percent increase. The smallest increase, less than two percent, was in Automotive dealers and gasoline service stations (SIC 55) followed by Furniture, Home Furnishing and Equipment (SIC 57) with a 2.3 percent growth, and Food Stores (SIC 54) with 3.1 percent. The small growth in the Automotive sector can be attributed to the cost of energy, while the relatively small increase in Food stores was most likely due to consolidation in the number of stores by two major chains.

With the number of shopping malls still being erected through the state (many similar to Quincy Market) and the boom in hotel construction, it would appear that growth in Restaurants, and Apparel and Accessory stores will continue to lead the way in employment increase. With the cost of energy and the predicament of the Automobile industry, little or no growth can be expected in SIC 55 (Automotive Dealers and Gasoline Service Stations).

The occupational profiles published on Retail Trade represent over 60 percent of employment in this economic sector.

Building Materials, and Garden Supplies (SIC 52), while dominated by occupations in the sales category, has nearly as many employees in Maintenance and Production. The single largest occupation is sales clerk with 2330. Managers and Officers account for nearly 14 percent of employment, or one manager for every seven employers.

General Merchandise and Apparel Stores (SIC 53 and 56) have 33,000 sales clerks (37 percent), of which nearly 60 percent are employed in Department stores. Department stores have only one manager for every fourteen employees. Over fifty-percent of the professionals in department stores are buyers.

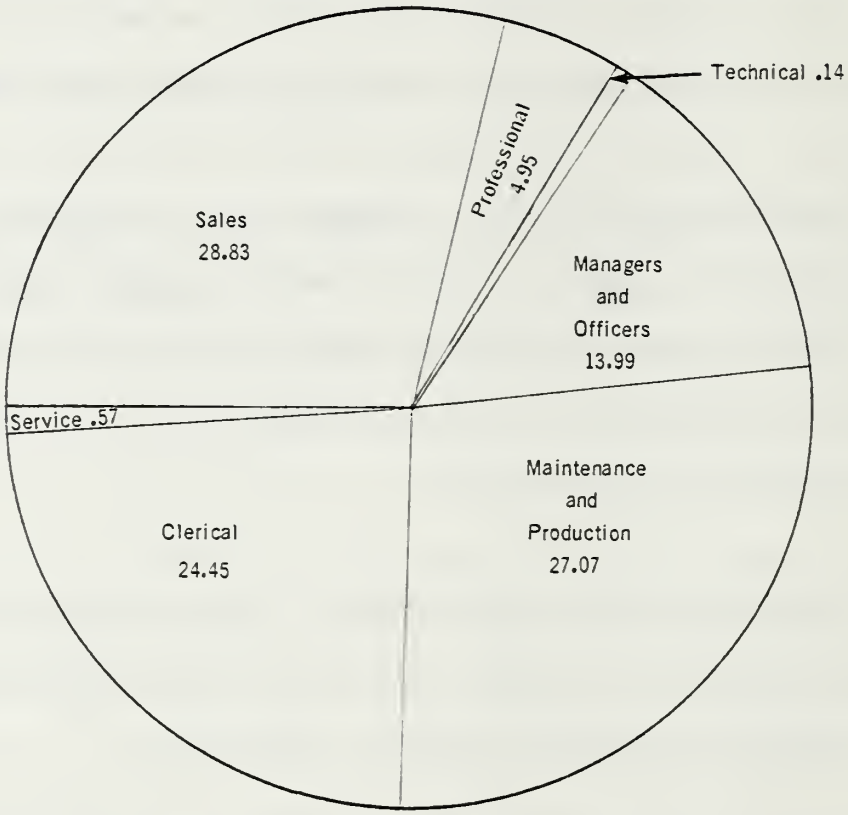
Auto Mechanics and Fuel Pump attendants are the single largest occupations in SIC 55 (Automotive Dealers and Service Stations). They represent more than 40 percent of employment.

Miscellaneous Retail Stores (SIC 59), with more than 7500 establishments, is diversified into 22 four digit standard industrial codes. Sales Clerks, Cashiers and Store Managers are the predominant occupations, accounting for more than 45 percent of employment. Pharmacists, with employment of 2646, is the largest professional occupation.

BUILDING MATERIALS, AND GARDEN SUPPLIES (SIC 52)

This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint; glass and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Building Materials, Hardware & Mobile Homes

1.	Sales Clerk	2,330	6.	General Clerk	860
2.	Managers and Officers	1,980	7.	Bookkeeper, Hand	770
3.	Sales Representative, Non-Technical	1,370	8.	Stock Clerk, Salesfloor	730
4.	Manager, Store	1,260	9.	Stock Clerk, Storeroom	600
5.	Truck Driver	860	10.	Cashier	490

These 10 occupations make up 80% of total industry employment

OCCUPATIONS OF EMPLOYEES
BUILDING MATERIALS, HARDWARE, AND MOBILE HOMES (SIC 52)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	1,980	13.99	N/A
Manager, Merchandise	380	2.69	4
Manager, Store	1,260	8.90	2
All Other Managers	340	2.40	4
Professional Occupations	700	4.95	N/A
Buyer	420	2.97	5
Accountants/Auditors	150	1.06	10
All Other Professional Occupations	130	0.92	2
Technical Occupations	20	0.14	N/A
Service Occupations	80	0.57	N/A
Janitors, Porters, and Cleaners .	50	0.35	10
Guards and Doorkeepers	20	0.14	21
All Other Service Workers . . .	10	0.07	N/A
Maintenance and Production Occupations	3,830	27.07	N/A
Supervisor, Nonworking	140	0.99	7
Mechanic, Auto	20	0.14	10
Farm Equipment Mechanic	60	0.42	14
All Other Mechanics and Repairers	80	0.57	11
Truck Driver	860	6.08	5
Carpenter	190	1.34	16
Delivery and Route Workers . . .	310	2.19	8
Glazier	380	2.69	9
Industrial Truck Operator . . .	210	1.48	9
Maintenance Repairer, General Utl.	90	0.64	8
Painter, Maintenance	60	0.42	22
Stock Clerk, Salesfloor	730	5.16	5
Wood Machinist	170	1.20	10
All Other Skilled Workers . . .	80	0.57	N/A
All Other Semiskilled Workers . .	90	0.64	N/A
All Other Unskilled Workers . .	360	2.54	N/A
Clerical Occupations	3,460	24.45	N/A
Bookkeeper, Hand	770	5.44	3
Cashier	490	3.46	6
General Clerk	860	6.08	3
Secretary	200	1.41	7
All Other Office Clerical Workers	300	2.12	N/A
Shipping/Receiving Clerk	240	1.70	5
Stock Clerk, Storeroom	600	4.24	5

SIC 52 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Sales Occupations	4,080	28.83	N/A
Sales Representative Technical . .	380	2.69	7
Sales Representative Non-Technical	1,370	9.68	4
Sales Clerk	2,330	16.47	3
TOTAL	14,150	100.00	N/A

OCCUPATIONS OF EMPLOYEES
LUMBER AND BUILDING PRODUCTS (SIC 521)

Reference Date June 1980

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	990	13.13	N/A
Managers, Merchandise	200	2.65	22
Manager, Store	540	7.16	11
All Other Managers	250	3.32	16
Professional Occupations	430	5.70	N/A
Buyer	210	2.79	21
All Other Professional Workers .	220	2.92	N/A
Technical Occupations	20	0.27	N/A
Service Occupations	50	0.66	N/A
Janitors, Porters, and Cleaners .	30	0.40	33
All Other Service Workers . . .	20	0.27	N/A
Maintenance and Production Occupations	2,220	29.44	N/A
Supervisor, Nonworking	90	1.19	25
Mechanic, Auto	20	0.27	34
Truck Driver	770	10.21	16
Delivery and Route Worker . . .	230	3.05	32
Industrial Truck Operator . . .	190	2.52	29
Wood Machinist	160	2.12	31
All Other Skilled Workers . . .	270	3.58	N/A
All Other Semiskilled Workers . .	80	1.06	N/A
All Other Unskilled Workers . .	410	5.44	N/A
Clerical Occupations	2,070	27.45	N/A
Bookkeeper, Hand	380	5.04	16
Cashier	220	2.92	32
General Clerk	450	5.97	15
Secretary	140	1.86	31
All Other Office Clerical Workers	290	3.85	N/A
Shipping/Receiving Clerk	150	1.99	20
Stock Clerk	440	5.84	21
Sales Occupations	1,760	23.34	N/A
Sales Representatives, Technical	230	3.05	28
Sales Representatives, Non-Technical	680	9.15	15
Sales Clerks	840	11.14	22
TOTAL	7,540	100.00	N/A

OCCUPATIONS OF EMPLOYEES
HARDWARE STORES (SIC 525)

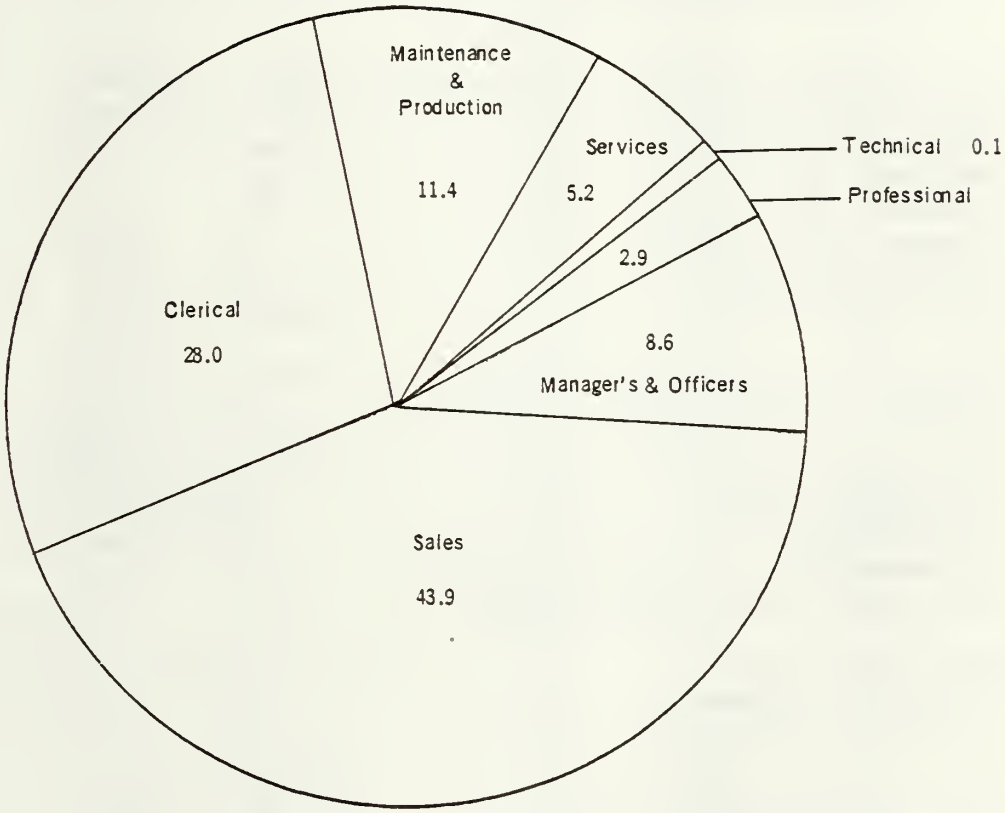
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	530	15.23	N/A
Managers, Merchandise	80	2.30	27
Manager, Store	410	11.78	7
All Other Managers	40	1.15	N/A
Professional Occupations	190	5.46	N/A
Buyer	160	4.60	33
All Other Professional Workers .	30	0.86	N/A
Service Occupations	20	0.57	N/A
Maintenance and Production Occupations	450	12.93	N/A
Supervisor, Nonworking	10	0.29	0
Maintenance Repairer, General Utility	10	0.29	0
Stock Clerk, Sales Floor	310	8.91	20
All Other Skilled Workers	40	1.15	N/A
All Other Semiskilled Workers . .	70	2.01	N/A
All Other Unskilled Workers . . .	10	0.29	N/A
Clerical Occupations	840	24.14	N/A
Bookkeeper, Hand	210	6.03	13
Cashier	180	5.17	18
General Clerk	240	6.90	22
All Other Office Clerical Workers	40	1.15	N/A
Shipping/Receiving Clerk	50	1.44	31
Stock Clerk, Storeroom	120	3.45	17
Sales Occupations	1,450	41.67	N/A
Sales Representative, Non-Technical	270	7.76	33
Sales Clerks	1,110	31.90	10
All Other Sales Workers	70	2.01	N/A
TOTAL	3,480	100.00	N/A

GENERAL MERCHANDISE & APPAREL STORES (SIC 53 AND 56)

Included in these Major groups are Department Stores, Variety, General Merchandise, Apparel and Accessory Stores.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupations Employment

1.	Sales Clerk	33,040	6.	General Clerk	3,760
2.	Cashier	5,590	7.	Stock Clerk, Storeroom	3,470
3.	Stock Clerk, Sales Floor	5,590	8.	Credit Authorizer	2,510
4.	Sales Representative, Non-Technical	4,390	9.	All Other Managers	1,980
5.	Store Manager	4,190	10.	Buyer	1,900

These 10 occupations make up 75% of total industry employment.

OCCUPATIONS OF EMPLOYEES
GENERAL MERCHANDISE & APPAREL STORES (SIC 53 & 56)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	7,640	8.57	N/A
Manager, Merchandise	1,390	1.56	6
Manager, Store	4,190	4.70	3
Manager, Auto Service	40	0.04	22
Manager, Auto Parts	20	0.02	34
Manager, Restaurant	20	0.02	22
All Other Managers	1,980	2.22	N/A
Professional Occupations	2,550	2.86	N/A
Systems Analyst, E.D.P.	30	0.03	14
Buyer	1,900	2.13	4
Accountants/Auditors	70	0.08	11
Commercial Artist	60	0.07	13
Writer/Editor	20	0.02	29
Personnel/Labor Relations Specialist	170	0.19	8
All Other Professional Workers	300	0.34	N/A
Technical Occupations	70	0.08	N/A
Computer Programmers	60	0.07	17
All Other Technicians	10	0.01	N/A
Service Occupations	4,660	5.23	N/A
Supervisor, Nonworking Service	40	0.04	11
Janitors, Porters, and Cleaners	1,080	1.21	5
Guards and Doorkeepers	470	0.53	10
Kitchen Helper	100	0.11	15
Waiter/Waitress	440	0.49	9
Counter Attendant	520	0.58	14
Cook, Short Order	30	0.03	19
Cook, Restaurant	60	0.07	14
Cosmetologist	720	0.81	16
Checker, Fitting Room	490	0.55	6
Store Detective	510	0.57	6
All Other Service Workers	200	0.22	N/A
Maintenance and Production Occupations	10,140	11.38	N/A
Supervisor, Nonworking	300	0.34	13
Mechanic, Auto	30	0.03	24
Bicycle Repairer	20	0.02	22
Mechanic, Maintenance	180	0.20	20
Gas & Electric Appliance Repairer	110	0.12	22
All Other Mechanics and Repairers	260	0.29	33
Truck Driver	80	0.09	14
Carpenter	20	0.02	2

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Delivery and Route Workers	70	0.08	15
Merchandise Displayer	330	0.37	6
Electrician	10	0.01	8
Industrial Truck Operator	210	0.24	11
Maintenance Repairer, General Utility	60	0.07	7
Helper, Trades	10	0.01	14
Order Filler	250	0.28	11
Painter, Maintenance	10	0.01	3
Sewer, Custom	70	0.08	26
Sewing Machine Operator, Regular Equipment Garment	140	0.16	13
Alteration Tailor	890	1.00	6
Stock Clerk, Sales Floor	5,590	6.27	7
Furniture Finisher	30	0.03	11
All Other Skilled Workers	440	0.49	N/A
All Other Semiskilled Workers . .	240	0.27	N/A
All Other Unskilled Workers . . .	790	0.89	N/A
Clerical Occupations	24,970	28.01	N/A
Clerical Supervisor	220	0.25	13
Bookkeeping/Billing Machine Operator	40	0.04	28
Computer Operator	60	0.07	14
Keypunch Operator	270	0.30	8
Peripheral E.D.P. Equip. Operator	20	0.02	26
All Other Office Machine Operators	90	0.10	N/A
Accounting Clerk	510	0.57	10
Bookkeeping, Hand	890	1.00	4
Adjustment Clerk	630	0.71	9
Cashier	5,590	6.27	7
Collector	160	0.18	15
File Clerk	50	0.06	22
General Clerk	3,760	4.22	4
Credit Authorizer	2,510	2.82	16
Order Clerk	330	0.37	17
Payroll/Timekeeping Clerk	140	0.16	10
Personnel Clerk	110	0.12	9
Receptionist	10	0.01	20
Secretary	750	0.84	6
Service Clerk	360	0.40	23
Switchboard Operator	250	0.28	8
Typist	170	0.19	7
All Other Office Clerical Workers	1,090	1.22	N/A
Shipping Packer	460	0.52	10
Shipping/Receiving Clerk	1,580	1.77	9
Stock Clerk, Storeroom	3,470	3.89	12
Marking Clerk	1,450	1.63	7

SIC 53 & 56 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Sales Occupations	39,110	43.87	N/A
Sales Representative, Non-Technical	4,930	5.53	6
Sales Clerk Supervisor	820	0.92	14
Sales Clerk	33,040	37.07	3
All Other Sales Workers	320	0.36	N/A
TOTAL	89,140	100.00	N/A

OCCUPATIONS OF EMPLOYEES
DEPARTMENT STORES (SIC 531)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	2,980	5.71	N/A
Managers, Merchandise	890	1.71	30
Managers, Store	770	1.48	21
All Other Managers	1,320	2.53	N/A
Professional Occupations	1,340	2.57	N/A
Systems Analyst, E.D.P.	30	0.06	43
Buyer	770	1.48	22
Accountants/Auditors	60	0.12	38
Commercial Artist	50	0.10	42
Personnel/Labor Relations Specialist	150	0.29	26
All Other Professional Workers	280	0.54	N/A
Technical Occupations	40	0.08	N/A
Computer Programmer	30	0.06	33
All Other Technicians	10	0.02	N/A
Service Occupations	3,880	7.44	N/A
Supervisor, Nonworking Service	40	0.08	36
Janitors, Porters, and Cleaners	670	1.28	23
Guards and Doorkeepers	460	0.88	32
Waiter/Waitress	190	0.36	26
Counter Attendant, Lunchroom	510	0.98	45
Cook, Restaurant	60	0.12	43
All Other Food Service Workers	130	0.25	N/A
Cosmetologist	720	1.38	49
Checker, Fitting Room	480	0.92	18
Store Detective	510	0.98	20
All Other Service Workers	110	0.21	N/A
Maintenance and Production Occupations	5,270	10.10	N/A
Supervisor, Nonworking	300	0.58	42
All Other Mechanics and Repairing	590	1.13	N/A
Carpenter	20	0.04	7
Merchandise Displayer	260	0.50	21
Electrician	10	0.02	26
Industrial Truck Operator	210	0.40	34
Maintenance Repairer, General Repairer	40	0.08	25
Helper, Trades	10	0.02	43
Order Filler	250	0.48	35
Alteration Tailer	180	0.35	28
Stock Clerk, Sales Floor	2,260	4.33	37
Furniture Finisher	30	0.06	34

SIC 531 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
All Other Skilled Workers	430	0.82	N/A
All Other Semiskilled Workers . .	140	0.27	N/A
All Other Unskilled Workers . . .	540	1.04	N/A
Clerical Occupations	16,760	32.13	N/A
Clerical Supervisor	220	0.42	42
Computer Operator	30	0.06	31
Keypunch Operator	220	0.42	21
All Other Office Machine Operators	150	0.29	N/A
Accounting Clerk	410	0.79	37
Adjustment Clerk	630	1.21	28
Cashier	3,690	7.07	33
General Clerk	1,320	2.53	23
Credit Authorizers	2,510	4.81	49
Order Clerk	60	0.12	49
Payroll/Timing Clerk	130	0.25	32
Personnel Clerk	110	0.21	28
Secretary	470	0.90	30
Switchboard Operator	240	0.46	27
Typist	60	0.12	25
All Other Office Clerical Workers .	1,610	3.09	N/A
Shipping Packer	460	0.88	32
Shipping/Receiving Clerk	1,070	2.05	36
Marking Clerk	1,160	2.22	23
All Other Plant Clerical Workers .	2,210	4.24	N/A
Sales Occupations	21,900	41.98	N/A
Sales Representative, Non-Technical	1,200	2.30	49
Sales Clerk Supervisor	820	1.57	45
Sales Clerk	19,640	37.65	13
All Other Sales Workers	240	0.46	N/A
TOTAL	52,170	100.00	N/A

OCCUPATIONS OF EMPLOYEES
FAMILY CLOTHING STORES (SIC 565)

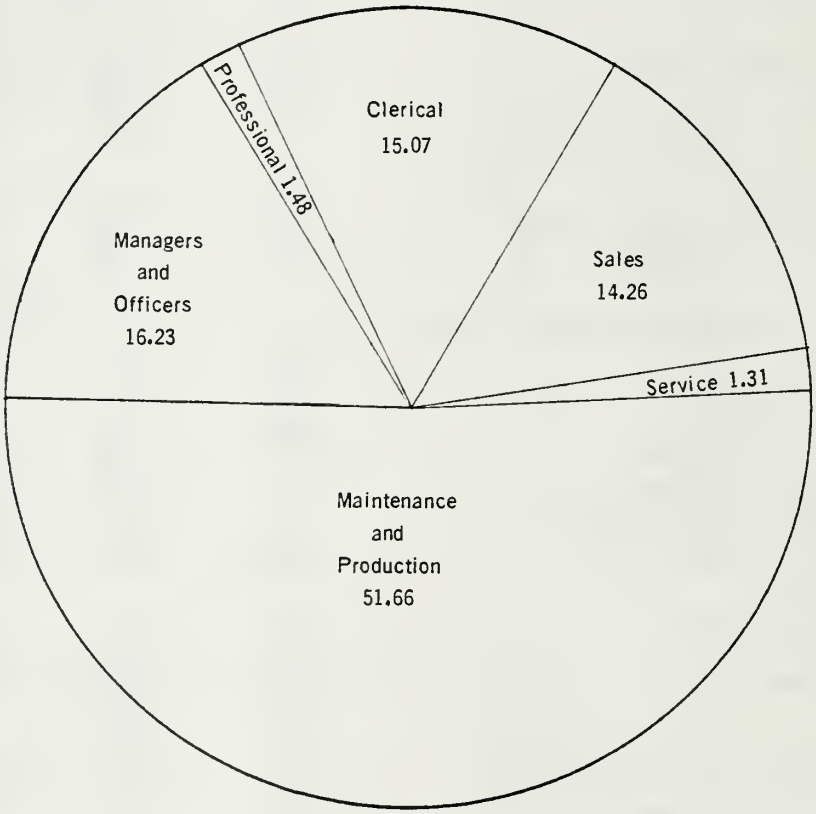
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Offices	510	7.40	N/A
Managers, Store	340	4.93	15
All Other Managers	170	2.47	N/A
Professional Occupations	170	2.47	N/A
Buyer	160	2.32	21
All Other Professional Workers	10	0.15	N/A
Service Occupations	180	2.61	N/A
Janitors, Porters, and Cleaners	100	1.45	27
All Other Service Workers	80	1.16	N/A
Maintenance and Production Occupations	1,400	20.32	N/A
Truck Drivers	10	0.15	30
Merchandise Displayer	10	0.15	32
Alteration Tailer	80	1.16	31
Stock Clerk, Sales Floor	1,210	17.56	30
All Other Skilled Workers	10	0.15	N/A
All Other Semiskilled Workers	20	0.29	N/A
All Other Unskilled Workers	70	1.02	N/A
Clerical Occupations	1,930	28.01	N/A
Accounting Clerk	20	0.29	34
Bookkeeper, Hand	140	2.03	26
Cashier	650	9.43	17
General Clerk	260	3.77	21
All Other Office Clerical Workers	240	3.48	N/A
Shipping/Receiving Clerk	160	2.32	23
Stock Clerk, Storeroom	180	2.61	31
All Other Plant Clerical Workers	280	4.06	N/A
Sales Occupations	2,700	39.19	N/A
Sales Clerks	2,240	32.51	15
All Other Sales Workers	460	6.68	N/A
TOTAL	6,890	100.00	N/A

AUTOMOTIVE DEALERS AND SERVICE STATIONS (SIC 55)

This major group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Automotive Dealers & Service Stations

1.	Mechanic, Auto	8,870	6.	General Clerk	1,420
2.	Fuel Pump Attendant	7,470	7.	Manager, Auto Parts	1,320
3.	Sales Representative, Non-Technical	4,030	8.	Body Repairer, Auto	1,300
4.	Managers, Store	3,600	9.	Manager, Auto Service	1,280
5.	Bookkeeper, Hand	1,490	10.	Stock Clerk, Storeroom	1,210

These 10 occupations make up 73% of total industry employment

OCCUPATIONS OF EMPLOYEES
AUTOMOTIVE DEALERS AND SERVICE STATIONS (SIC 55)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	6,810	16.23	N/A
Managers, Store	3,600	8.58	3
Manager, Auto Service	1,280	3.05	3
Manager, Auto Parts	1,320	3.15	3
All Other Managers	610	1.45	N/A
Professional Occupations	620	1.48	N/A
Buyer	40	0.10	25
Accountants/Auditors	570	1.36	6
All Other Professional Workers	10	0.02	N/A
Service Occupations	550	1.31	N/A
Janitors, Porters, and Cleaners	540	1.29	9
All Other Service Workers	10	0.02	N/A
Maintenance and Production Occupations	21,670	51.66	N/A
Supervisor, Nonworking	420	1.00	8
Mechanic, Auto	8,870	21.14	2
Body Repairer, Auto	1,300	3.10	6
Diesel Mechanic	120	0.29	19
Marine Mechanic	60	0.14	8
Motor Boat Mechanic	90	0.21	7
All Other Mechanics and Repairers	30	0.07	14
Truck Driver	210	0.50	14
Auto-Repair Service Estimates	160	0.38	13
Cleaner, Vehicle	760	1.81	5
Delivery and Route Worker	520	1.24	12
Machinist	20	0.05	30
Helper, Trades	280	0.67	16
Painter, Auto	90	0.21	19
Tire Fabricator/Repairer	270	0.64	29
Fuel Pump Attendant	7,470	17.81	2
Tire Changer	490	1.17	12
Mobile Home Repairer	30	0.07	9
Mobile Home Set-Up Operator	10	0.02	13
All Other Skilled Workers	30	0.07	N/A
All Other Semiskilled Workers	120	0.29	N/A
All Other Unskilled Workers	320	0.76	N/A
Clerical Occupations	6,320	15.07	N/A
Keypunch Operators	10	0.02	33
Accounting Clerk	700	1.67	5

SIC 55 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Bookkeeper, Hand	1,490	3.55	4
Cashier	870	2.07	16
General Clerk	1,420	3.38	6
Receptionist	100	0.24	18
Secretary	180	0.43	10
Switchboard Operator	90	0.21	17
Switchboard Operator/Receptionist	110	0.26	16
All Other Office Clerical Workers	120	0.29	N/A
Stock Clerk, Storeroom	1,210	2.88	5
All Other Plant Clerical Workers	20	0.05	N/A
Sales Occupations	5,980	14.26	N/A
Sales Representatives, Technical	1,090	2.60	11
Sales Representatives, Non-Technical	4,030	9.61	4
Sales Clerks	860	2.05	13
TOTAL	41,950	100.00	N/A

OCCUPATIONS OF EMPLOYEES
GASOLINE SERVICE STATIONS (SIC 554)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	1,760	13.17	N/A
Managers, Store	1,640	12.28	10
All Other Managers	120	0.90	N/A
Professional Occupations	160	1.20	N/A
Maintenance and Production Occupations	10,010	74.93	N/A
Mechanic, Auto	2,490	18.64	13
Fuel Pump Attendant	7,260	54.34	7
All Other Skilled Workers	40	0.30	N/A
All Other Semiskilled Workers . .	110	0.82	N/A
All Other Unskilled Workers . . .	110	0.82	N/A
Clerical Occupations	1,400	10.48	N/A
Bookkeeper, Hand	560	4.19	22
All Other Clerical Workers	840	6.29	N/A
Sales Occupation	30	0.22	N/A
TOTAL	13,360	100.00	N/A

OCCUPATIONS OF EMPLOYEES
BOAT DEALERS (SIC 555)

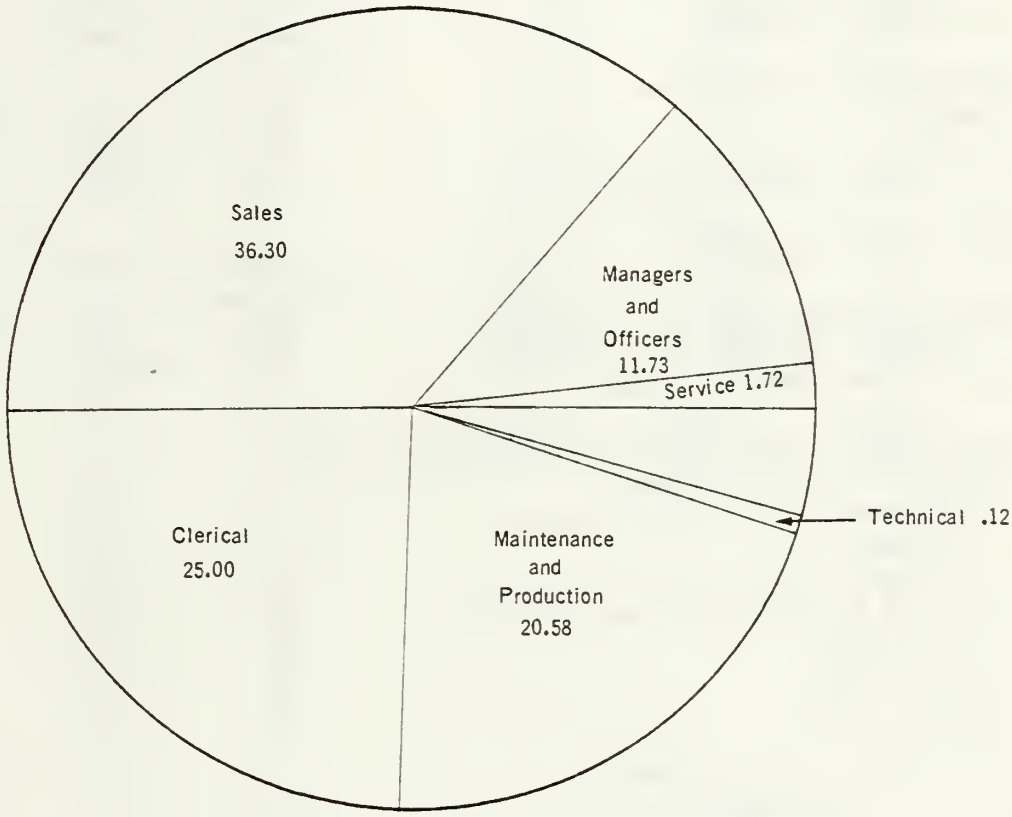
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	150	15.46	N/A
Managers, Store	100	10.31	12
Manager, Service Department . .	20	2.06	32
All Other Managers	30	3.09	N/A
Professional Occupations	10	1.03	N/A
Service Occupations	20	2.06	N/A
Maintenance and Production Occupations	360	37.11	N/A
Supervisor, Nonworking	20	2.06	29
Marine Mechanic and Repairer . .	60	6.19	30
Motor Boat Mechanic	90	9.28	22
All Other Mechanics and Repairers	30	3.09	N/A
Delivery and Route Worker . . .	20	2.06	35
All Other Skilled Workers . . .	40	4.12	N/A
All Other Semiskilled Workers .	20	2.06	N/A
All Unskilled Workers	80	8.25	N/A
Clerical Occupations	260	26.80	N/A
Bookkeeper, Hand	80	8.25	12
General Clerk	40	4.12	25
Secretary	20	2.06	35
All Other Clerical Office Workers	30	3.09	N/A
Stock Clerk, Storeroom	90	9.28	23
Sales Occupations	170	17.53	N/A
Sales Representatives, Technical	30	3.09	26
Sales Representatives, Non-Technical	90	9.28	28
All Other Sales Workers	50	5.15	N/A
TOTAL	970	100.00	N/A

FURNITURE AND HOME FURNISHINGS STORES (SIC 57)

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Furniture & Furnishing Stores

1.	Sales Representative, Non-Technical	2,440
2.	Sales Clerk	1,940
3.	Sales Representative, Technical	1,420
4.	Manager, Store	1,350
5.	General Clerk	780
6.	Delivery and Route Workers	770
7.	Bookkeeper, Hand	620
8.	Stock Clerk, Storeroom	520
9.	All Other Office Clerical Workers	430
10.	Cashier	380

These 10 occupations make up 65% of total industry employment

OCCUPATIONS OF EMPLOYEES
FURNITURE AND FURNISHING STORES (SIC 57)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	1,910	11.73	N/A
Manager, Merchandise	370	2.27	6
Manager, Store	1,350	8.29	4
All Other Managers	190	1.17	N/A
Professional Occupations	740	4.55	N/A
Buyer	370	2.27	6
Designer	250	1.54	13
All Other Professional Workers	120	0.74	N/A
Technical Occupations	20	0.12	N/A
Service Occupations	280	1.72	N/A
Janitors, Porters, and Cleaners	270	1.66	8
All Other Service Workers	10	0.06	N/A
Maintenance and Production Occupations	3,350	20.58	N/A
Supervisor, Nonworking	70	0.43	12
Refrigeration/Air Conditioning Mechanic	50	0.31	12
Television Servicer	260	1.60	7
Gas and Electric Appliance Repairer	250	1.54	10
Truck Driver	290	1.78	10
Cabinetmaker	230	1.41	18
Carpet Cutter	60	0.37	19
Carpenter	10	0.06	31
Delivery and Route Workers	770	4.73	6
Musical Instrument Repairer	100	0.61	13
Furniture Assembler	130	0.80	16
Household-Appliance Installer	70	0.43	13
Stock Clerk, Sales Floor	360	2.21	10
Furniture Finisher	270	1.66	8
Furniture Upholsterer	20	0.12	24
All Other Skilled Workers	10	0.06	N/A
All Other Semiskilled Workers	110	0.68	N/A
All Other Unskilled Workers	290	1.78	N/A
Clerical Occupations	4,070	25.00	N/A
Clerical Supervisors	270	1.66	10
Accounting Clerk	250	1.54	9
Bookkeeper, Hand	620	3.81	6
Adjustment Clerk	50	0.31	30

SIC 57 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Cashier	380	2.33	10
General Clerk	780	4.79	9
Credit Authorizer	80	0.49	29
Receptionist	20	0.12	26
Secretary	190	1.17	9
Service Clerk	70	0.43	16
Switchboard Operator	20	0.12	25
Switchboard Operator/Receptionist	40	0.25	15
All Other Office Clerical Workers	430	2.64	N/A
Shipping Packer	130	0.80	14
Shipping/Receiving Clerk . . .	200	1.23	9
Stock Clerk,Storeroom.	520	3.19	17
Sales Occupations	5,910	36.30	N/A
Sales Representatives, Technical	1,420	8.72	7
Sales Representative, Non-Technical	2,440	14.99	5
Sales Clerk	1,940	11.92	11
All Other Sales Workers	110	0.68	13
TOTAL	16,280	100.00	N/A

OCCUPATIONS OF EMPLOYEES
HOUSEHOLD-APPLIANCE STORES (SIC 572)

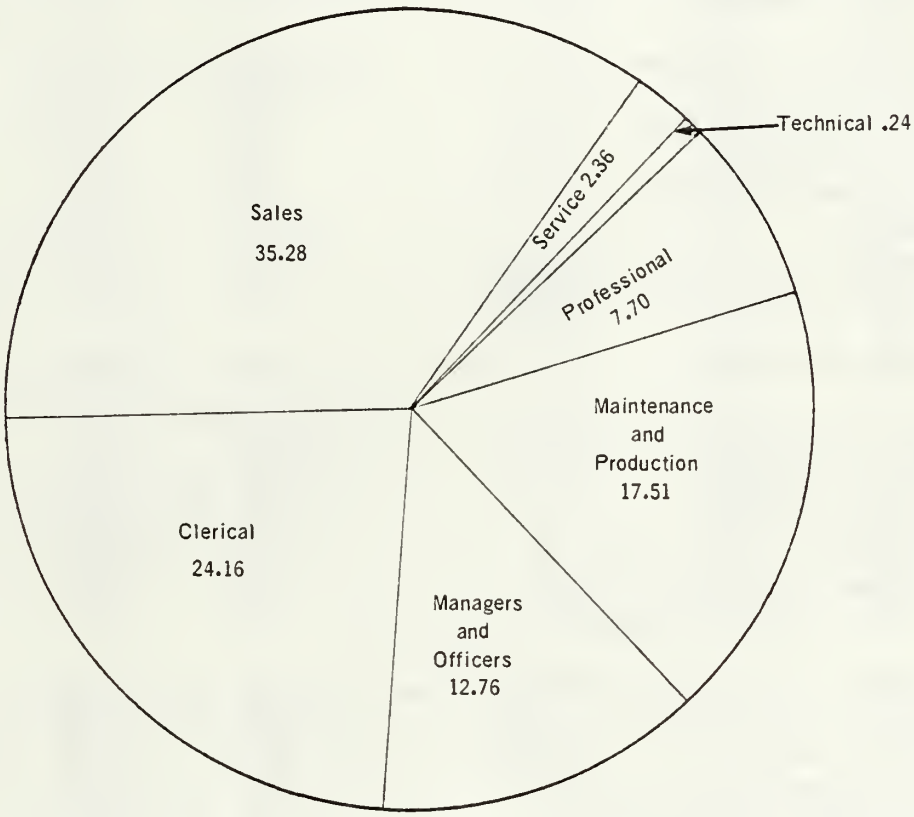
Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	250	7.94	N/A
Manager, Store	200	6.35	14
All Other Managers	50	1.59	N/A
Professional Occupations	10	0.32	N/A
Service Occupations	20	0.62	N/A
Maintenance and Production Occupations	590	18.73	N/A
Gas and Electric Appliance Repairer	240	7.62	33
All Other Appliance Repairer . .	120	3.81	N/A
All Other Skilled Workers	70	2.22	N/A
All Other Semiskilled Workers . .	150	4.76	N/A
All Other Unskilled Workers . .	10	0.32	N/A
Clerical Occupations	1,000	31.75	N/A
Accounting Clerk	50	1.59	33
Bookkeeper, Hand	80	2.54	31
Cashier	60	1.90	27
All Other Office Clerical Workers	670	21.27	N/A
Stock Clerk, Storeroom	90	2.86	23
All Other Plant Clerical Workers	50	1.59	N/A
Sales Occupations	1,280	40.63	N/A
Sales Representative, Non-Technical	920	29.21	21
Sales, Clerk	210	6.67	33
All Other Sales Workers	150	4.76	N/A
TOTAL	3,150	100.00	N/A

MISCELLANEOUS RETAIL (SIC 59)

This major group includes retail establishments, not elsewhere classified, including drug stores, liquor stores, used merchandise stores, nonstore retailers, fuel and ice dealers, and other miscellaneous retailers.

DISTRIBUTION OF EMPLOYMENT BY MAJOR OCCUPATIONAL CATEGORY



Ranked Occupational Employment in the Miscellaneous Retail Stores

1.	Sales Clerk	16,690	6.	Pharmacist	2,640
2.	Cashier	6,640	7.	Stock Clerk, Salesfloor	2,280
3.	Manager, Store	5,790	8.	General Clerk	1,960
4.	Sales Representative, Non-Technical	3,920	9.	Sales Representative, Technical	1,760
5.	Delivery & Route Wkrs.	2,130	10.	Bookkeeper, Hand	1,540

These 10 occupations make up 71% of total industry employment

OCCUPATIONS OF EMPLOYEES
MISCELLANEOUS RETAIL STORES (SIC 59)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	8,100	12.76	N/A
Managers, Merchandise	1,270	2.00	6
Manager, Store	5,790	9.12	2
All Other Managers	1,040	1.64	7
Professional Occupations	4,890	7.70	N/A
Buyer	660	1.04	7
Accountants/Auditors	390	0.61	6
Commercial Artist	50	0.08	35
Writers and Editors	30	0.05	21
Pharmacist	2,640	4.16	4
Designer	840	1.32	9
All Other Professional Workers	280	0.44	N/A
Technical Occupations	150	0.24	N/A
Service Occupations	1,500	2.36	N/A
Janitors, Porters, and Cleaners	340	0.54	15
Counter Attendant	520	0.82	18
Cook, Short Order	80	0.13	22
Food Preparer, Fast Food	460	0.72	19
All Other Food Service Worker	70	0.11	N/A
All Other Service Workers	30	0.05	N/A
Maintenance and Production Occupations	11,120	17.51	N/A
Supervisor, Nonworking	30	0.05	23
Mechanic, Auto	200	0.31	11
Bicycle Repairer	180	0.28	21
Office Machine Servicer	170	0.27	29
Vending Machine Servicer	370	0.58	14
Gas and Electric Appliance Installer	70	0.11	12
All Other Mechanics and Repairers	40	0.06	N/A
Truck Driver	1,360	2.14	5
Delivery and Route Workers	2,130	3.35	5
Jeweler/Silversmith	50	0.08	23
Oil Burner Installer/Servicer	1,540	2.43	2
Order Filler	800	1.26	12
Plumber/Pipefitter	20	0.03	16
Watchmaker	120	0.19	17
Fuel Pump Attendant	110	0.17	15
Optician, Dispensing	140	0.22	19
Stock Clerk, Sales Floor	2,280	3.59	11
Furniture Finisher	10	0.02	29

SIC 59 (cont.)

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
All Other Skilled Workers	180	0.28	N/A
All Other Semiskilled Workers . .	270	0.43	N/A
All Other Unskilled Workers . . .	1,050	1.65	N/A
Clerical Occupations	15,340	24.16	N/A
Clerical Supervisor	130	0.20	25
Bookkeeping/Billing Machine Operator	480	0.76	6
Computer Operator	50	0.08	17
Keypunch Operator	80	0.13	22
All Other Office Machine Operators	30	0.05	N/A
Accounting Clerk	520	0.82	7
Bookkeeper, Hand	1,540	2.43	5
Cashier	6,640	10.46	6
Collector	40	0.06	23
General Clerk	1,960	3.09	5
Order Clerk	610	0.96	10
Receptionist	100	0.16	14
Secretary	480	0.76	8
Switchboard Operator	60	0.09	22
Switchboard Operator/Receptionist	140	0.22	11
Typist	340	0.54	8
All Other Office Clerical Workers	560	0.88	N/A
Shipping/Receiving Clerk	570	0.90	10
Stock Clerk, Storeroom	890	1.40	8
Dispatcher, Vehicle	70	0.11	10
Marking Clerk	50	0.08	20
Sales Occupations	22,400	35.28	N/A
Sales Representatives/Technical .	1,760	2.77	11
Sales Representatives/Non-Technical	3,920	6.17	9
Sales Clerks	16,690	26.28	3
All Other Sales Workers	30	0.05	N/A
TOTAL	63,500	100.00	N/A

OCCUPATIONS OF EMPLOYEES
FUEL AND ICE DEALERS (SIC 598)

Reference Date June 1979

OCCUPATION	EMPLOYMENT		
	Number	Percent	Relative Error Percent
Managers and Officers	750	11.00	N/A
Manager, Merchandise	220	3.23	19
Manager, Store	270	3.96	15
All Other Managers	260	3.81	31
Professional Occupations	90	1.32	N/A
Buyer	10	0.15	42
Accounting/Auditors	80	1.17	33
Service Occupations	50	0.73	N/A
Janitors, Porters, and Cleaners	40	0.59	44
All Other Service Workers	10	0.15	N/A
Maintenance and Production Occupations	3,920	57.48	N/A
Mechanic, Auto	120	1.76	20
Gas and Electric Appliance Repairer	50	0.73	40
All Other Mechanics and Repairers	70	1.03	N/A
Truck Driver	1,010	14.81	12
Delivery and Route Workers	860	12.61	10
Oil-Burner Installer/Repairer	1,540	22.58	6
Fuel Pump Attendant	110	1.61	49
All Other Skilled Workers	40	0.59	N/A
All Other Semiskilled Workers	10	0.15	N/A
All Other Unskilled Workers	110	1.61	N/A
Clerical Occupations	1,760	25.81	N/A
Bookkeeping/Billing Machine Operator	230	3.37	16
Accounting Clerk	160	2.35	18
Bookkeeper, Hand	220	3.23	14
Cashier	70	1.03	35
General Clerk	660	9.68	11
Secretary	130	1.91	25
Switchboard Operator/Receipt	40	0.59	32
Typist	40	0.59	42
All Other Office Clerical Workers	90	1.32	N/A
Dispatcher, Vehicle	70	1.03	32
All Other Plant Clerical Workers	50	0.73	N/A
Sales Occupations	250	3.67	N/A
Sales Representatives, Technical	110	1.61	18
Sales Representatives, Non-Technical	80	1.17	28
Sales Clerk	60	0.88	50
TOTAL	6,820	100.00	N/A

ARNAE
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